



Networking Deployment

Reliable installation and implementation services for switches and routers.

Overlook your switches & routers, and you'll overwhelm your network.

Suboptimal traffic flow. Poor database response time. Inner switch & SAN congestion. Improper application level prioritization. These are symptoms of network implementation gone awry. Maintaining the specific product expertise required to properly integrate switches and routers is not inherent to the day to day business of an IT department.

In fact, the stable environment you have created, leads to fewer touches and infrequent execution. With technology evolving as fast as it does, one cannot assume the command lines or firmware that were correct for a previous implementation has remained unchanged. As a result, each new network implementation recasts you as an early adopter. And when you have to move fast, you may not have in place, the most current best practices derived from an ongoing rhythm of network implementations.

Deploy your switches & routers correctly and avoid remedial troubleshooting.

Because we do this on an ongoing basis, we maintain best practices and reference architectures that are integrated into our process. As a result we are very well aware of what undocumented activity must occur to avoid mistakes.

- **Switch & Router Installation:** We offer complete PowerConnect installation. We connect the cables between the switches, routers, and attached servers, storage, and clients. We also mount them in a Dell rack and test them to make certain they are properly connected.
- **Switch & Router Implementation:** In addition to our standard installation service, we provide a single point of contact to plan & orchestrate an end to end solution custom designed for security, availability, and performance.

Want more than a "rack, stack, & ping"?

To realize the maximum attainable performance your network can deliver, let us optimize it for all of the systems and applications in your environment. It is all about planning and asking the important questions upfront:

- Is your current network architecture documented, including topology, size and traffic patterns?
- Do you have a security plan detailing which users need access to your various applications and data?
- What undocumented activity must happen to prevent errors in execution?
- What applications are planned for the future that need to be comprehended to avoid premature obsolescence?
- What are the existing configurations and what is the migration strategy?

We create a detailed plan. Test the plan, Execute the plan. And test the execution. The job is not complete until you say it's complete.

Need to integrate Cisco routers & Dell PowerConnect switches? No problem!

We understand that IT environments include products from several sources. So our planning, design and execution procedures can be adapted to optimize multivendor interoperability.

Switch & Router Installation

Rack, Stack & Ping

Switch & Router Implementation

Design & plan
Proof of Concept
Installation
Product orientation
Project close-out

Get single point of contact to take you from planning to project close out.

We provide you with a single point of contact who taps our deep technical expertise as required for specific tasks as your network deployment project moves through each phase of implementation.

- **Design & plan:** We make sure we understand the technical requirements of your environment and the applications that will be running in the environment. Once the target environment is acknowledged as stable, we collect existing configurations and analyze migration strategies. Once a migration "Design" has been determined, the next step is to convert existing configurations into templates which are recognizable by the new hardware. Finally, we create a detailed step by step action plan for completing the implementation as well as specific timing. This includes converted configurations which are ready to apply upon receipt of new hardware.
- **Proof of concept:** The next step is to build out a non-production "Proof of Concept Lab" where configuration templates are applied. The purpose of the lab is to remove any unknown variables towards production which could not be determined during the design and planning phase. We build the configurations exactly the way they need to be for the production environment. Where possible, the lab will also upgrade all equipment software to the recommended versions which are supported by the vendor. If all equipment cannot be upgraded or configured in the lab then the implementation plans are updated to include the upgrades and configurations as actionable items.
- **Installation:** Your equipment and configurations will be integrated into the production environment. We rack and cable your equipment up to the point where only a few physical and logical changes will be required for the final cutover. After completing all steps in the implementation plan, the environment is tested thoroughly to ensure all moving parts are operating correctly.
- **Product Orientation:** Once equipment is running the live production environment, we review statistics, metrics, logs, and performance with you. Additionally, we bring the live environment into your existing monitoring, logging, and management tools to receive proactive notifications going forward.
- **Project close-out:** Finally, we wrap-up documentation before the project is closed. We ensure the same standards were applied across the entire environment. If any changes were made during the install that did not match the finalized configurations, we will question why the changes were made and whether or not the rest of the environment would benefit from those same changes. And you have the final say on whether a project is considered complete.

For more information about solutions for your business or organization, contact your Dell account representative or visit dell.com.

Server & Storage Implementation

To help you get from purchase order to production faster, we provide a comprehensive set of remote & onsite installation and implementation services. Our Server & Storage Implementation services are designed to give you an end-to-end deployment solution. You get a single point of contact for project management to take you from planning phase through project close out. We can configure and test your new Dell products, as well as mount them into a Dell supported rack.

If you do not need the extensive Implementation services, we can provide basic installation. This includes the physical installation server or storage, installation of Dell Power Distribution Units (PDUs), basic diagnostics testing, configuration of the hardware, installation of your Dell supported NOS. We also connect the server or storage to your network, and create up to five user logins. We can also provide basic rack mounting services when no integration is needed.

Asset Recovery

We can help you recover, resell, or return to lease your excess computer equipment in a secure and environmentally conscious manner.