Dell™ Services
IT Consulting for Data Center Storage Consolidation

Expert guidance and a proven process for consolidating data center storage

Keeping Pace with Data Growth

The amount of data being stored, managed and protected in data centers is rapidly increasing, and in many cases, pushing storage capacity to the limit. For many organizations, unforeseen rapid growth of data stores has resulted in islands of storage with low utilization rates, resulting in higher operating costs and increased demands for managing and protecting data.

Storage consolidation can help mitigate these challenges, increasing storage capacity, improving disk utilization , and reducing storage/maintenance /power & cooling costs. A successful consolidation requires meeting performance and high availability needs while providing the needed capacity, optimal data protection and scalability for future needs.

Few companies have the resources to research, design, implement and maintain a large scale storage consolidation project. In addition, a "one-size-fits-all" storage solution, or one that is not optimized for your environment can be disruptive, costly and time consuming.

A Practical And Result Orientated Approach

Dell offers a suite of consulting services to help you realize the full potential of available technologies to help optimize within your current budget. These services help your organization select and design the right technology components and integrate them into your data center to achieve the appropriate level of performance and data protection.
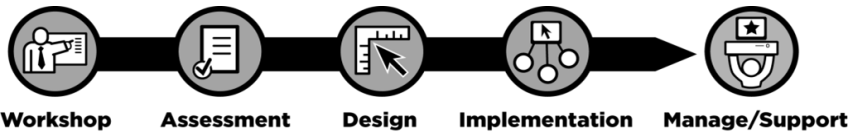
Features/Benefits:

- **Speed Time-to-Value.** Automated tools for discovery and analysis, peer rating/ ranking, and benchmarking help speed time spent assessing and planning for your storage consolidation project. Time is also saved with actionable plans, timelines and reports that deliver specific, predictable and measureable outcomes.

- **Provide Predictable Results.** Skilled solution architects use a validated, repeatable process providing clear phases and decision points.

- **Minimize Risk.** Dell consultants help minimize disruption to your staff and processes when migrating to a new SAN.

- **Tailor Solution to Meet Your Business Requirements.** Specific recommendations and business case for a solution that matches the best level performance and data protection for your organization.

- **Provide End-to-End Solution Capabilities.** Dell offers servers, storage, software, services and on-going support for an optimal storage implementation or upgrade.

AS-IS vs. TO-BE Cost of Growth

	Year 1	Year 2	Year 3
AS-IS	$647,491.17	$840,100.82	$1,090,392.82
TO-BE Option #1	$584,013.13	$757,982.37	$984,157.85
TO-BE Option #2	$471,106.95	$610,713.44	$792,140.54
TO-BE Option #3	$268,917.08	$349,916.61	$455,409.22

Sample Business case diagram from a Storage Assessment

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Workshop → Assessment → Design → Implementation → Manage/Support

PHASE	DESCRIPTION

Workshop *Understand the Potential*	• **Storage Simplification Workshop.** An approximate ½ day consultative white boarding session either at Dell or onsite at your location.
	  o Map your IT business requirements and discuss potential key initiatives that could help your future state goals of reducing storage costs and increasing efficiencies.
	  o Introduce and discuss business benefits of the latest technologies appropriate to your environment.
	  o Overview of the Dell point-of-view on storage and best practices.
	  o Discuss next steps including an assessment of your infrastructure to enhance planning, design and implementation.

Assessment *Make Informed Decisions*	• **Data Management & Storage Technology Assessment.** An approximately 35 day engagement.
	  o Gathere and analyze account month-end performance data collection to lay out the best future state consolidation scenarios.
	  o Provide impact analysis with estimates of potential savings related to storage reduction.
	  o Introduce best future state consolidation scenarios.
	  o Provide cost comparisons for either Fiber Channel or iSCSI SAN technology

Design *Lay the path for success*	• **Dell/EMC™ and Dell EqualLogic ™** services are a suite of design and implementation offerings for the Dell/EMC CX and EQL PS Series centered around the core Dell/EMC and EQL SAN solution design.
	  o Options for local data protection, remote data protection and backup integration designs. al models for local or modular data protection and backup integration
	  o Key deliverables include a design document and implementation guide mapping your requirements to the most appropriate architecture and technical solution

Implement *Capture the Value*	**Implementation.** Data Migration Services are designed to facilitate a well planned migration for implementing a new storage array or consolidating your storage
	  • Optional models for local or modular data protection and backup integration
	  • Focus is on entire SAN environment; Fiber Channel, and or iSCSI network and integration of key applications
	  • Discovery, analysis, planning as well as acceptance testing and post migration review
	  • Engagement duration varies according to the number of TB and/or numbers of servers to be migrated

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.

Applications Business Process Consulting Infrastructure Support

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