

# ASSESSMENT SERVICES

## SERVER VIRTUALIZATION



### IS IT TIME?

Are you outgrowing your current server capacity and thinking about virtualizing your data center?

Have you virtualized some of your servers in the past, but know that there's still an opportunity to do more?

Are you fully virtualized and considering re-platforming to refresh hardware, or are you thinking about moving toward cloud computing?

No matter which phase your virtualization lifecycle is in, CDW can help you take the next step with our virtualization assessment services. Even if you have a mature virtualization environment, we'll help assess whether you're a candidate for a server virtualization refresh, whether you're getting the most from your current investment, and what your virtualization "vision" could look like in the next five years.

### OUR PEOPLE GET IT.

CDW knows that the right server virtualization strategy begins with the right resources – the right partner – from the start. CDW offers virtualization assessments that are not just template reports with generic data. We can help take you beyond the basic math and standard lists where most virtualization assessments stop. Instead, you receive a customized, detailed report with specific virtualization recommendations based on your unique environment.

### VIRTUALIZATION IS NEEDED – INDUSTRY DRIVERS

Organizations across all industries are embracing virtualization because of:


- **Cloud computing.** Virtualization is a critical evolutionary step toward the private cloud: "...virtualization has matured into an integral piece of the I.T. infrastructure as companies move toward virtualization 3.0 and cloud computing."<sup>1</sup>
- **Cost savings.** "A number of options, enhancements and capabilities are available today that can help data center managers increase virtualization's return on investment (ROI) while reducing its total cost of ownership."<sup>2</sup>
- **Data center efficiency/continuity of operations.** 93% of organizations will be out of business within five years after experiencing a significant data loss.<sup>3</sup>
- **Storage.** Executive leaders are finding new ways to balance enterprise data storage challenges. To that end, executives around the country are embracing technologies and/or computing concepts such as storage virtualization.<sup>4</sup>

<sup>1</sup>IDC

<sup>2</sup>TechTarget

<sup>3</sup>U.S. Department of Labor

<sup>4</sup>CMIO.net



## Servers/virtual servers are the #1 I.T. infrastructure focus

for 2011, according to the 22<sup>nd</sup> Annual HIMSS Leadership Survey.

### THE BENEFITS OF A THOROUGH ASSESSMENT

CDW's virtualization assessments can benefit you in a number of ways:

An experienced Virtualization Assessment Team to act as an extension of your staff, from kickoff to completion

Proven and proprietary processes behind our assessment methodology

Validation for sustainability/green initiatives

An actionable server virtualization roadmap with no surprises

Unbiased advice and multi-vendor recommendations

### ZERO DISRUPTIONS. ONE ACTIONABLE REPORT.

Conducting a server virtualization assessment can raise concerns. Will it disrupt your data center? Compromise systems uptime? Require a significant investment of staff resources, time and money?

When partnering with CDW, we help alleviate these concerns. We know how to navigate your data center quickly and efficiently. And we do this without interrupting daily operations.

**For qualifying customers, CDW offers two types of server virtualization assessments at no cost – contact your account manager to see if you qualify. These assessments include:**

#### SELF-GUIDED ASSESSMENT (SGA)

Ideal for qualifying small to medium-sized organizations with 25 or fewer servers. The SGA is a quick and easy assessment. CDW provides instructions to install the data collection tool, allowing you to manage this process at your own pace. CDW will then use the findings gathered by the assessment tool to build a custom server virtualization solution for your environment.

#### SERVER VIRTUALIZATION ASSESSMENT (SVA)

Optimal for qualifying larger organizations with 25+ servers. CDW's detailed SVA is an engagement whereby we assist in your remote installation of the data collection tool. At the end of the assessment period, our team will analyze the results and design a comprehensive solution for your enterprise. This option is ideal when virtualization opportunities include complex environments with large server populations or multiple data centers.

With either assessment, at the end CDW provides you with actionable recommendations that help align the right virtualization solution with your business needs, best practices and budget. For more information on these assessments, please contact your account manager.

“There's value in having a third party like CDW come in with quantifiable data based on a thorough assessment. In the end, our CIO wanted to know when we could get started [on our virtualization solution]!”

Daniel Morris, Systems Administrator II, King's Daughters Medical Center

## THE VALUE IS IN THE DETAILS

CDW's Server Virtualization Assessment Report serves as a design plan that can be invaluable in architecting the future success of your data center.

### The report provides:

- **Performance criteria** for selecting virtual candidates
- **Resource rebalancing** recommendations to minimize initial investment
- **Proper CPU to vCPU alignment**
- **Optimized utilization** of memory and storage resources
- **Full storage configuration** based on performance boundaries
- **Breakdown of virtual disks** for architecting your VMFS file system
- **Projected** rack, power and cooling savings
- **Licensing awareness** for Microsoft products

## PROFICIENT PEOPLE + PROVEN PROCESSES

### Dedicated virtualization assessment team

Your CDW assessment team is dedicated to helping you manage the entire project lifecycle to meet your server virtualization goals. Starting with your account manager, your team consists of trained technology experts who are well versed in virtualization assessments. They include:

- Assessment specialists
- Engineers
- Solution architects

### We begin with your result in mind

CDW works with you to conceive the right virtualization strategy from the start. Your assessment team holds a kickoff call with you to evaluate your virtualization needs and scope out the project. We'll evaluate what technology you have today and what you want your "future state" to look like.

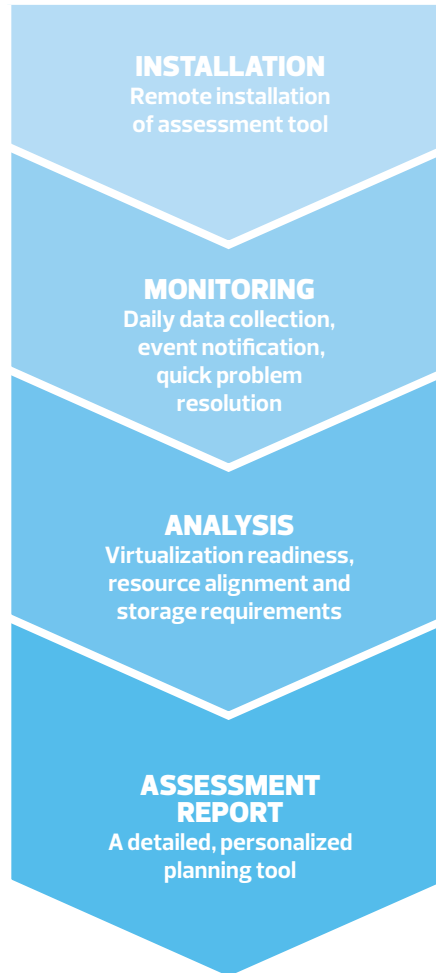


**89%** of federal, state and local agencies that are implementing or maintaining virtualization are seeing benefits including reduced operating costs, prevention of server sprawl and improved utilization of computing resources.

Source: CDW.G 2010 Government Virtualization Report

## STEP-BY-STEP GUIDANCE

Getting where you want to go first involves knowing where you currently are. Following the needs assessment, CDW deploys a proven project methodology and best practices across all phases of server virtualization assessments. **There's minimal preparation on your end, because CDW does the heavy lifting for you in four easy steps:**



## VIRTUALIZATION: IMPACT ACROSS INDUSTRIES

### MEDIUM AND LARGE BUSINESSES

More than half of I.T. decision-makers in medium and large businesses anticipate spending more on I.T. solutions **in the next six months**, and the majority expect it to be in **virtualization (62%)**.

Source: Virtualization Journal: "Medium and Large Businesses Show Continued Confidence in IT Spending," CDW IT Monitor, May 2011

### HEALTHCARE

Hospitals are re-platforming their virtual servers for a variety of reasons, including:

- **New applications** that are now supported by virtualization (e.g., EMR)
- **Changing server capacity demand**; relieving data center overload due to digital data growth (e.g., PACS)
- **Evolving technology**
- **Disaster recovery**
- **Health information exchange**

Source: TechTarget Virtual Data Center eZine, sponsored by CDW Healthcare, March 2011

### SMALL BUSINESSES

Implementing virtualization in your modest business can end result in **true-globe financial savings, elevated efficiency, and the ability to focus on what really matters** – running your business.

Source: "Virtualization: Fitting a Big Notion into a Small Organization," installsoftware.com

### GOVERNMENT

**Consolidating and optimizing I.T. resources and using virtualization** to do so will continue to be top priorities for CIOs in state government next year. Centralizing I.T. management and consolidating services, operations, resources, infrastructure and data centers is the top priority in the strategies category, while an enabling technology for doing so – virtualization of various I.T. components – topped the technologies category.

Source: "Consolidation, Virtualization Top State Government CIO Priorities," NASCIO survey as cited in InformationWeek.com, October 2010

# 1050 virtualization assessments =

The approximate number CDW has performed in the past two years – averaging 44 per month.

“The CDW virtualization assessment made it very clear this was a viable project, and it offered insights into how we should proceed. The complimentary CDW assessment broke things down into clear and tangible terms. We didn't want to overbuy or waste money. The detailed analysis provided the information we needed to step forward with confidence and clarity.”

Brad Sites, Systems Administrator, Missouri Employers Mutual Insurance



## GET STARTED NOW

For more information about CDW's server virtualization assessment services, or to see if your organization might **qualify for a no-cost server virtualization assessment**, contact your account manager.

## BEST PRACTICES FROM BEGINNING TO END

Successful installation of virtualization assessment tools is key, otherwise monitoring and analysis are futile. CDW's proven installation practices ensure highly accurate monitoring. Our remote assessment tool is designed to capture server data at staggered intervals to track peak and non-peak times more accurately than just one hourly snapshot.

The assessment process is typically completed within 30 days. From there, CDW's team works with you to review the final report and our recommendations in detail. You get more than just raw numbers, you get a plan of action – a virtualization solution that provides solid resource alignment recommendations, storage requirements and counsel regarding the impact on your business.

## WE MAKE YOUR VIRTUALIZATION VISION A REALITY

Should you choose to design, refresh or implement a server virtualization solution based on our findings and recommendations, CDW is here for you. We can help make your virtualization vision a reality with additional end-to-end services that include:

### CONFIGURATION

We can pre-configure your virtualization technology to your specific I.T. requirements prior to installation.

### PRODUCT LIFECYCLE SUPPORT

We provide extended upgrades, warranties and comprehensive service offerings to support you and your technology over the long term.

Plus, our broad spectrum of partners means you have choices to incorporate the right components in the optimal configuration. We'll provide the unbiased advice you need to determine the technology that's right for you.