



Delivering Virtualization Technologies That Drive Business Advantages

CIOs at organizations of all sizes know that virtualization has opened vast new ways to more fully optimize IT resources. These performance advantages are extremely timely because only the most efficient organizations will thrive with today's ultra-competitive markets and tight budgets.

Few would argue that understanding the best approaches to effectively apply virtualization in the continuously evolving IT world can be a challenge. Using architecture and management strategies grounded in open technology standards, Dell Services has the expertise essential to applying virtualization technologies to your business in ways that best fit what your business needs to grow and thrive.

[We know how. We've done it at Dell.](#)

"We've already eliminated 6,000 servers and virtualized 7,000 others, with the goal of reaching 10,000 servers by the end of 2010," says Steve Schuckenbrock, president, large enterprise, Dell Inc. "The result is a savings of well over \$100 million during the course of two years — that is \$100 million we are able to reinvest in innovation and product development."

Virtualization frees operating systems and applications from particular servers, which means that idle server resources can be put to work or eliminated. Our virtualization solutions maximize your IT resources and make it far easier to scale up infrastructure as the business grows or demands shift.

The efficiency gains for many aspects of virtualization are widely understood, particularly the consolidation of data storage into fewer servers and improved utilization of compute resources. However, there are more potential benefits in what's becoming known as "the cloud" — rapid deployment through automation, dynamic resource pooling, simplified service models, fully stateless infrastructure, and more. At the desktop level, it can mean a user sees an updated operating system, applications, and information access — easily, remotely, and as often as needed.

Most enterprises are still early in their journey toward full virtualization and cloud infrastructure, so there is an enormous opportunity for CIOs to streamline all aspects of their IT environment.

[Effective Virtualization Deployment](#)

It is predictable based on past technology migrations that organizations approaching server virtualization without a clear plan risk developing a chaotic, inflexible infrastructure that wastes energy and resources while creating both short-term and long-term frustrations. With experienced and systematic planning, enterprises can leverage virtualization to:

- Enhance agility and service
- Simplify IT management
- Empower staff to focus on more strategic priorities
- Conserve energy and resources
- Reduce overall costs

Virtualization involves multiple disciplines — hardware, storage, network, and services — and requires an enterprise-level strategy. Achieving the desired results also requires effective support from dedicated and experienced engineers to head off the most common issues, understand and adhere to best practices, optimize capacity utilization, and resolve performance issues.

[The Dell Approach](#)

Three fundamental principles guide Dell's approach to virtualization: Drive out inefficiency, make the complex simple, and make the powerful easy to use.

Standardization. We aren't locked to a proprietary technology, so we have the flexibility, the experience, and the relationships to build the best standards-based technology solutions for our customers based on their business needs.

Simplification. With solutions such as virtualization and storage consolidation, redundancies can be eliminated, freeing up servers for repurposing or removal.

Automation. A more uniform environment requiring fewer touches, which reduces manual intervention and boosts productivity. For example, automated technologies and processes can mean that servers can be imaged and deployed in hours – not days or even weeks.

Five Steps to Virtualization

- Workshop
- Assessment and Health Check
- Design and Plan
- Implementation
- Management and Support

We start with a virtualization simplification workshop with you. We follow that with an assessment of your operational readiness and your server storage, as well as a “health check” of your current IT infrastructure. Next, we develop a virtualization design and plan. Then, we implement the plan and follow up with management and support.

Why Dell?

Dell works hard to design and provide solutions that speed the time it takes for your organization to reach full value from virtualization by offering:

- Fixed scope, high-impact engagements
- Clear phases and decision points
- Validated and repeatable processes
- Flexible, modular approach
- Knowledge sharing to empower customers

Dell is a respected technology firm with in-depth experience and talent to help you take full advantage of the virtualization opportunities.

[For more information about any of our service offerings, please contact your Dell representative or visit \[dell.com/services\]\(http://dell.com/services\).](#)