



# Microsoft Exchange High Availability (HA) Proof-of-Concept

## ***Description of Service***

The purpose of an Exchange HA Proof-of-Concept (PoC) is to demonstrate the basic functionality of Exchange in a highly available environment within the customer's lab. The Proof-of-Concept will highlight areas of interest identified during the Exchange HA Workshop as first priorities. The primary factors attributing to the need for an Exchange HA Proof-of-Concept:

- Demonstrate base functionality of and Exchange HA system in the customer environment
- Allow the customer to gain basic hands-on exposure to the products in your own lab environment
- Identify environmental constraints or operational nuances
- Determine the next path for the next phase of implementation
- Fully identify the strengths and potential weaknesses of an HA environment

The Exchange HA Proof-of-Concept demonstrates the capabilities of the solution for quick recovery of Exchange services. The Proof-of-Concept focuses on one or two high-priority objectives identified during the Exchange HA Workshop. For example, the Proof-of-Concept typically includes a few of the following objectives:

- Installation and configuration of an Exchange Server 2003 or 2007 infrastructure in a clustered environment
- Demonstrate:
  - Local failover of the Exchange services
  - Cover quick recover DR strategies for the Exchange services
  - Centralized management of users, computers, and resources using Exchange management tools
  - Fault tolerance
  - Site Replication
- Examine some other specific use-case identified in the workshop

## ***Statement of Work Description***

The Exchange HA Proof-of-Concept allows the deployment of solution components in the customer's lab environment to demonstrate specific functionality. The functionality demonstrated is largely dependant on priorities identified during the Exchange HA Workshop. The Proof-of-Concept can vary in length and complexity based on the customer's goals.

An Exchange HA Proof-of-Concept will be conducted at customer-specified sites and will include the following activities:

- Kickoff meeting reviewing the priorities identified in a previous Exchange HA Workshop
- Individual contributors will be granted access to appropriately-sized lab systems for the deployment
- Customer staff will be assigned to work along-side our subject matter experts for transfer of information



- The solution components will be installed and configured for demonstration
- The solution components will be interconnected and connected to representations of customer systems
- A previously defined use-case will be demonstrated
- Documentation including the PoC “as-built” and any new findings from the PoC
- Wrap-up meeting to review PoC and determine next-steps

### ***End-user Requirements***

The most successful Proof-of-Concept is conducted when your end-user is clear on the amount of time, participation and access to resources required on their part. These requirements will be detailed in the specific statements of work (SOW).

### ***Specific Deliverables***

The deliverable of this service will include:

- Lab deployment of solution components
- Documentation of lab “as-built”, lessons learned, and other findings

### ***Timeframes & Cost***

Pricing for this Proof-of-Concept can vary based on the number of systems involved in the demonstration, additional documentation requirements, and use-cases demonstrated. Travel expenses will be approved in advance and billed separately. A typical Proof-of-Concept lasts 2-weeks, but is highly dependant on the defined use-case, readiness of the lab environment, availability of customer counterparts for TOI and demonstration.

The customer is responsible for providing all hardware and Microsoft operating system licenses as well as licenses for all supporting utilities (i.e. anti-virus utilities)

### ***How to Engage***

For more information on our services, please contact Toby Zellers at Wells Landers Group, 703-635-3913 or [tzellers@wellslanders.com](mailto:tzellers@wellslanders.com)