



## Virtualization Proof-of-Concept

### ***Description of Service***

The purpose of a Virtualization Proof-of-Concept (PoC) is to demonstrate the basic functionality of a virtual infrastructure within the customer's lab environment. The Proof-of-Concept will highlight as first priorities a few of the key areas of interest identified during the previously delivered Virtualization Workshop. Some factors that could influence the need for a Virtualization Proof-of-Concept are:

- Desire to gain understanding/comfort with virtualization technologies
- Desire to get hands-on experience with virtualization technologies in your own lab environment
- Identify environmental constraints or operational nuances within your environment
- Determine path for the next phase of implementing a virtual infrastructure

The Virtualization Proof-of-Concept demonstrates the capabilities of the solution for virtualization of server workloads. The Proof-of-Concept focuses on one or two high-priority objectives identified during the Virtualization Workshop. For example, the Proof-of-Concept typically includes a few of the following objectives:

- The installation and configuration of a VMware VirtualCenter management server
- The installation and configuration of two VMware ESX Server systems
- The connection of the two VMware ESX Server systems to a dedicated network
- The connection of the two VMware ESX Server systems to a dedicated iSCSI storage target
- Demonstration of:
  - the migration of an existing simple application server into a virtual machine
  - the creation of a virtual machine template
  - the deployment of a virtual machine from a template
  - the migration of a running virtual machine from one VMware ESX Server system to the other (VMotion)
  - the automated balancing of workloads across the two VMware ESX Server systems (VMware Distributed Resource Scheduling – DRS)
  - the automated restart of virtual machines in the event of a total VMware ESX Server host system failure (VMware High Availability – HA)
- Examine some other specific use-case identified in the workshop

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

The Virtualization Proof-of-Concept allows the deployment of solution components on customer-provided equipment in the customer's lab environment to demonstrate specific functionality. The functionality demonstrated is outlined above and tailored based upon priorities identified during the Virtualization Workshop. The Proof-of-Concept can vary in length and complexity based on the customer's goals.



A Virtualization Proof-of-Concept will be conducted at a customer-specified site and will include the following activities:

- Kickoff meeting reviewing the priorities identified in a previous Virtualization 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
- 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 achieved when the end-user has a clear understanding of the desired outcomes as well as the amount of time, level of participation and access to resources required on their part. These requirements will be detailed in the specific statements of work (SOW) developed to support the Virtualization Proof-of-Concept.

### ***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.

The customer is responsible for providing the following hardware components to support the Virtualization Proof-of-Concept:

- 1 VMware VirtualCenter Server system with Windows Server 2003 \*
- 2 VMware ESX Server systems \*
- 1 Windows Server 2003-based system for use as an iSCSI target
  - Must have adequate storage to support the demonstration requirements of the Proof-of-Concept
- 1 2-port (or larger) Gigabit Ethernet switch

*\* NOTE: All hardware supporting VMware software must be selected from the VMware HCL*

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



Travel expenses will be approved in advance and billed separately. A typical Proof-of-Concept lasts two weeks, but this duration is highly dependant on the defined use-case, readiness of the lab environment, availability of customer counterparts for transfer of information and demonstration.

### ***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)