



Virtualization Solutions

Datacenter
Optimization

Shortened Time-
to-Launch

Simplified
Disaster
Recovery

Improved
Resource
Utilization

Hardware
Independence

Wells Landers partners with industry leading vendors to implement customer-specific Virtualization Solutions. Because every customer's need is unique, we begin with a workshop led by one of our experienced implementation consultants. We will capture an overview of the current processes for acquiring, provisioning, managing, supporting, and decommissioning your current server inventory. To ensure that we understand the concerns and objectives of all stakeholders, we will interview the key stakeholders: leadership; line-of-business application owners; security staff; networking, storage, backup, and server administrators; disaster recovery support staff; and others as required.

Once we have a thorough understanding of the customer's existing environment and key business drivers, we will work to develop a set of prioritized goals that can be achieved with Wells Landers Virtualization Solutions.

After documenting the workshop findings, Wells Landers will develop an approach using the customer's business requirements, industry standard best practices and commercial off-the-shelf products to achieve the prioritized goals.

Due to the complex nature of a Virtualization Solution, the work effort will be broken into attainable short and mid-term goals, building toward the desired objective state. A complete Virtualization Solution will enable significant datacenter optimization. Additionally, virtualization drives return on investment by:

Virtualization 1.0:

- Reducing physical server count
- Reducing power and cooling costs within the datacenter
- Reclaiming islands of captured storage from individual servers
- Driving resource utilization to more desirable levels
- Deferring – or totally avoiding – the need to expand expensive datacenter footprints

Furthermore, a Wells Landers Virtualization Solution improves the customer's agility by:

Virtualization 2.0 and beyond:

- Enabling rapid provisioning of new servers, significantly shortening time-to-launch for new service offerings
- Providing hardware transparency to critical services
- Enhancing disaster recovery posture

Where do we start?

Begin with a Wells Landers Virtualization Workshop. We'll help you identify real, achievable goals that can be reached incrementally – driving rapid realization of benefit to your organization. We'll also help you integrate your Wells Landers Virtualization Solution into your overall environment – server provisioning, backup, restore, enterprise management, and disaster recovery – a total solution.

Start with us. Wells Landers is here to help you achieve your goals.

Server
Containment

Cost Avoidance

Enhanced Agility

Description of Service

The purpose of a Virtualization Workshop is to document the customer's existing lifecycle management processes. Additionally, we work to develop an understanding of the environmental issues that the customer is currently facing. Based on the information gathered during the Virtualization Workshop, Wells Landers will develop a prioritized list of achievable objectives to address the most pressing needs. Some factors that could influence the need for a Virtualization Workshop are:

- Large number of servers at or near warranty expiration, thus needing to be refreshed
- Need to maintain legacy applications that won't run on current-generation hardware
- Approaching physical limits in the datacenter (i.e. no more room!)
- Approaching environmental limits in the datacenter (i.e. no more power/cooling)
- Inability to respond to requests for new systems in a timely manner
- Lack of standardization in the datacenter
- Inability to meet disaster recovery service level agreement targets

The Virtualization Workshop is a critical component in the development of an understanding of the business, environmental, and technical challenges a customer is facing. With the insight developed during the workshop, Wells Landers can help the customer define key areas of focus for the next steps in the implementation or enhancement of a virtual infrastructure.

The outcome of the workshop will be a prioritized list of actionable activities that will enable the customer to quickly realize the financial, business, and technical benefits of a Wells Landers Virtualization Solution. Some potential next steps include, but are not limited to:

- A Wells Landers Virtualization Assessment of the customer's existing physical server inventory to identify viable virtualization candidates
 - Produce a business case, including financial justification, to assist in obtaining approval and budget for implementation of a virtual infrastructure
- A Wells Landers Virtualization Proof-of-Concept to demonstrate the viability of virtualization technology within the customer's environment – and to allow the customer's staff to develop a level of comfort with the technology
- A Wells Landers Physical to Virtual (P2V) Migration project to physically migrate server workloads from existing physical systems to new virtual machines (VMs)
 - Don't need to develop a business case justification
 - Already comfortable with virtualization technology
 - Need to move quickly

Statement of Work Description

The Virtualization Workshop takes a comprehensive view of the customer's lifecycle processes and procedures and compares them against Wells Landers and Industry best practices. Working with the customer, the Wells Landers consultant will develop an objective state definition. Wells Landers will deliver a document defining the customer's overall objective, an outline of the phases required to reach the objective state, and detailed level of effort for the next phase. The Virtualization Workshop is the first step in guiding the customer toward the desired Virtualization solution.

A Virtualization Workshop will be conducted at customer-specified sites and will include the following activities:

- Kickoff presentation introducing key participants and providing an overview of the approach
- Interviews of each stakeholder to generate process artifacts and perspectives toward the objective
- Business requirements definition and review
- Assessment and Analysis
- Presentation of Recommendations

End-user Requirements

The most successful workshop 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 Workshop.

Specific Deliverables

The deliverable of this service will include:

- Documentation including:
 - Summary of the Virtualization Workshop findings
 - Definition of desired objective state
 - Overview of approach and phases to reach desired state
 - Detailed level of effort for first phase of the approach

Timeframes & Cost

Pricing for this assessment can vary based on the number of user repositories and applications analyzed. Travel expenses will be approved in advance and billed separately. A typical workshop lasts 2-weeks, but the duration is highly dependent on the customer scheduling the stakeholder interviews.

2 weeks plus travel and expenses

How to Engage

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