

Cisco and VMware Virtualization Services

Implement End-to-End Data Center Virtualization with Easy Access to a Team of Networking and Virtualization Specialists



A Collaborative Approach to Virtualization

Combining Cisco networking and VMware virtualization expertise helps you create an end-to-end solution with many benefits.

- **Comprehensive approach:** Helps you protect application performance and facilitate automation
- **Simplified engagement model:** Provides a single point of contact throughout the services engagement
- **Industry-leading expertise:** Delivers recommendations based on Cisco and VMware's combined best practices and experience
- **Support for business transformation:** Helps reduce costs and ease management by providing a cohesive, business-driven virtualization strategy and design

Service Overview

Challenge

Most data centers use less than 15 percent of available CPU, storage, and memory capacity. Underutilizing these resources means that more servers are deployed than necessary to perform a given amount of work. Additional servers increase costs and create a more complex and disparate environment that can be difficult to manage—a scenario that often results in reduced availability and failure to meet service level agreements. To sustain an efficient data center environment with fast application deployment, predictable performance, and smooth growth, data centers must increase resource utilization.

Many data center managers are turning to virtualization, which abstracts server, network, and storage resources so they can be shared across the network. Virtualization technology also facilitates automation, which can help reduce provisioning time from as much as six weeks to just a few minutes or seconds. A holistic and comprehensive virtualization strategy can provide a significant competitive advantage by increasing utilization, reducing costs, and simplifying

management. Careful oversight and planning are required to make sure that virtualization increases end-to-end hardware and application performance as well as efficient resource sharing. Organizations often over provision to address the problems of siloed implementations, which can perpetuate the cost and management overhead that virtualization was supposed to reduce.

Solution

Cisco® and VMware Virtualization Services combine Cisco networking and VMware virtualization expertise to help you develop and deploy an end-to-end virtualization strategy. This holistic approach protects application performance and supports the automation tools you need to efficiently manage a virtualized environment. The joint offering simplifies the communications process with subject matter experts, giving you a single point of contact for fast access to comprehensive support.

Cisco and VMware are industry leaders and have created best practices in their respective areas of expertise. The joint offering spans the lifecycle of virtualization solution implementation. Cisco provides enterprise architects to help you better understand your business challenges and solution architects to help you map those challenges into technology architectures. VMware Certified Professionals (VCP) help you assess, plan, and design a customer-specific VMware Infrastructure. Together Cisco and VMware professionals help make sure that your entire virtualization solution is compliant with collaboratively delivered best practices and aligns with your goals.

The Cisco and VMware Virtualization Services help you create a phased virtualization roadmap, develop financial justification, and accelerate the adoption of your virtualization solution. These jointly delivered services are:

- Cisco and VMware Virtualization Assessment Service
- Cisco and VMware Virtualization Planning and Design Service

Cisco and VMware Virtualization Assessment Service

Virtualization projects that begin with server virtualization may realize lower-than-expected benefits if the network and storage infrastructure is not considered. A truly virtualized data center must simultaneously deploy server, network, and storage virtualization solutions to help facilitate end-to-end management. The joint assessment by Cisco and VMware delivers a gap analysis between the current and desired data center conditions, as well as recommendations for closing these gaps. It helps you understand the actions that are required to achieve the highest return on your investment and manage risk by working closely with subject matter experts in networking and virtualization.

This service includes:

- **Server consolidation and virtualization assessment:** Delivered by VMware, this assessment helps you evaluate the cost and power advantages of migrating to a virtualized infrastructure.
- **Network discovery and infrastructure assessment:** Delivered by Cisco, this assessment helps you identify how to reconfigure your current infrastructure components to help increase the return on your virtualization investment. It will also help with management and operations by assessing the viability and impact of virtualization by using tools such as Cisco VN-Link, Cisco FlexAttach and Cisco VFrame DC on the overall data center.

Cisco and VMware Virtualization Planning and Design Service

To realize the full benefits of virtualization, planning and implementation must be coordinated among server, storage, network, and application stakeholders. The Cisco and VMware Virtualization Planning and Design Service helps you smoothly develop and deploy a comprehensive data center virtualization strategy that is customized to your IT and business needs. Cisco enterprise architects work with you during your planning cycle to help you create the business and financial justification for virtualization, and recommend technical solutions based on your business problems. We offer preliminary total cost of ownership (TCO) and return on investment (ROI) analyses resulting from server consolidation to help you quantify the potential cost savings of consolidating hardware assets.

This service includes:

- **Virtualization planning:** During the planning phase, Cisco and VMware collaboratively gather requirements, help you create a high-level architecture design, and expand virtualization knowledge in your organization.

- **Virtualization design and implementation:** During the design phase, Cisco and VMware collaboratively create a low-level design for your virtualization solution. Depending on your needs, we can also help you create plans to:
 - Test and validate your solution
 - Identify product acquisition needs
 - Implement virtualization over a phased time frame
 - Address your rollout and migration requirements
- **Virtualization project management:** Throughout the planning, design and implementation phases, Cisco and VMware can help you keep your virtualization project running smoothly. We do this by creating a detailed work breakdown structure, managing change control, providing weekly status reports, and facilitating communications.

Benefits

As data centers support larger server footprints that demand higher capital expenditures and incur greater operating costs, virtualization and automated resource provisioning will become central to a sustainable productivity and growth strategy. Virtualization can create economies of scale, enable power and cooling efficiencies, and take advantage of new technologies such as 10 Gigabit Ethernet and unified I/O to facilitate better resource utilization.

Successful virtualization implementations require expertise in networking and virtualization that addresses server, network, and storage resources. With Cisco and VMware Virtualization Services, subject matter experts engage in a blended onsite and remote delivery model to help simplify delivery and increase the value of our services to you. You'll benefit from the expertise of enterprise architects, solution architects, VMware Certified Professionals, storage and IP networking experts, and project managers who are responsible for making your solution successful with end-to-end delivery and task coordination.

Cisco and VMware Virtualization Services can help you:

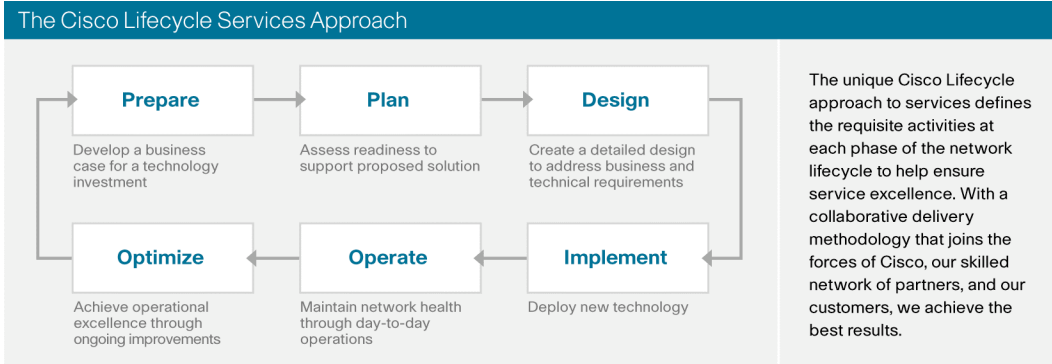
- Obtain a clear understanding of the gaps in your environment by providing virtualization assessments
- Manage risk by working closely with subject matter experts
- Maintain application uptime and performance by developing an end-to-end virtualization architecture
- Utilize automation tools for faster resource provisioning to unleash the potential of a virtualized data center
- Enhance application availability, scalability, and manageability using any-to-any connectivity
- Develop a vision to adopt advanced functionality to take advantage of better cost models

Why Cisco Services

Cisco Services make networks, applications, and the people who use them work better together.

Today, the network is a strategic platform in a world that demands better integration between people, information, and ideas. The network works better when services, together with products, create solutions aligned with business needs and opportunities.

The unique Cisco Lifecycle approach to services defines the requisite activities at each phase of the network lifecycle to help ensure service excellence. With a collaborative delivery methodology that joins the forces of Cisco, our skilled network of partners, and our customers, we achieve the best results.



Availability

The Cisco and VMware Virtualization Services are widely available as statement of work (SOW)-based services. Check with your local Cisco representative for availability in your area.

For More Information

For more information about the Cisco data center services that can help you gain the most return from your data center investment, visit www.cisco.com/go/dcservices or contact your Cisco service account manager.

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