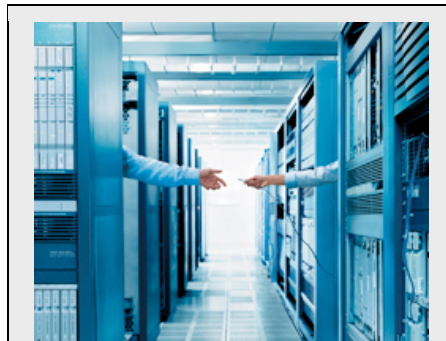


Cisco and VMware Virtualization Assessment Service

Prepare for Evolution to an Efficient Virtualized Data Center Architecture



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

Building a Foundation for Virtualization

Virtualization projects that focus on servers alone often realize lower-than-expected benefits if the network and storage infrastructure are not also considered. Without careful oversight, the increased resource utilization and change in traffic patterns caused by virtualization can stress the overall network environment and degrade performance. A truly virtualized data center must simultaneously deploy an integrated server, network, network services, security, and storage virtualization solution.

Achieving effective virtualization starts with a comprehensive IT infrastructure assessment. This assessment should examine the cost and power advantages of migrating to a virtualized infrastructure and identify relevant network configuration issues. By taking a proactive approach to virtualization that includes network and storage infrastructure optimization, you can maintain the high level of application performance, availability, and manageability that your business requires.

Integrated Networking Services Increase Virtualization Benefits

The Cisco® and VMware Virtualization Assessment Service helps you prepare for a end-to-end virtualization solution by identifying gaps in your server, storage, and network infrastructure that could limit the return on your virtualization investment. The gap analysis helps you understand cross-infrastructure management and operations actions required to achieve an effective virtualization implementation and manage risk by working closely with subject matter experts. The assessment also provides recommendations to help you evolve your data center to a next generation design using technologies and solutions from Cisco and VMware. A single point of contact for Cisco and VMware expertise facilitates communication as you take this important step in your data center evolution.

The Cisco and VMware Virtualization Assessment Service includes two evaluations that help you create a virtualization strategy, obtain financial modeling and justification, identify gaps in your environment, and develop a new architectural vision. These joint assessments by Cisco and

VMware are part of a suite of service offerings spanning the Cisco and VMware Virtualization Services solution.

The assessments are:

- **Server consolidation and virtualization assessment:** This assessment helps you evaluate the virtualization opportunities for server consolidation and containment, financial effect, power and cooling, and management advantages of migrating to a virtualized infrastructure.
- **Network discovery and infrastructure assessment:** This assessment will assist you with identifying how your infrastructure components can be reconfigured to help increase the return on your virtualization investment to the extent possible. It will also help with management and operations by assessing the viability and impact of virtualization by using tools such as; Cisco VN-link which helps ensure consistent policy-driven network capabilities across all servers, and Cisco FlexAttach which helps facilitate server and configuration management.

Server Consolidation and Virtualization Assessment

Delivered by a VMware Certified Professional (VCP), this assessment provides a clear view of server consolidation opportunities within your physical IT infrastructure. VMware provides an assessment of the current server landscape to determine potential costs and savings and better prepare a rollout of VMware Infrastructure. You benefit from having a VMware consultant collaborate closely with a Cisco networking expert to identify solutions that are well integrated.

Table 1 shows server consolidation and virtualization benefits, activities, and deliverables.

Table 1. Server Consolidation and Virtualization Assessment Benefits, Activities, and Deliverables

Benefits	
<p>The server consolidation and virtualization assessment conducted by VMware helps you to:</p> <ul style="list-style-type: none"> • Estimate potential server consolidation cost savings • Estimate required server hardware and VMware Infrastructure licenses • Use VMware Capacity Planner for data collection, scenario creation, and optimization analysis • Accelerate the assessment process with proven VMware server consolidation experience 	
Activities	Deliverables
<ul style="list-style-type: none"> • A VCP installs VMware Capacity Planner Data Manager to collect the data over a 30-day period • Analyze data for existing Microsoft Windows servers • Analysis of Linux services available • Gather server inventory and performance data • Interview primary stakeholders 	<p>Server consolidation and virtualization report with findings and recommendations that includes:</p> <ul style="list-style-type: none"> • System and performance data analysis on existing Windows and Linux servers in your environment • A high-level financial assessment of the benefits of server consolidation and total cost of ownership

Network Discovery and Infrastructure Assessment

Delivered by Cisco, this assessment examines the components in your network infrastructure that influence the effectiveness of your virtualization implementation. With the help of Cisco experts, you will determine which aspects of your network can be improved to provide the better performance as your applications share resources across the network.

Table 2 shows the Cisco network discovery and infrastructure assessment benefits, activities, and deliverables.

Table 2. Network Discovery and Infrastructure Assessment Benefits, Activities, and Deliverables

Benefits	
<p>The network discovery and infrastructure assessment conducted by Cisco helps you to:</p> <ul style="list-style-type: none"> • Review and analyze the current state of your network infrastructure • Understand how to maintain a stable network environment based on Cisco best practices • Identify virtualization opportunities within the existing network, network services, security and storage virtualization solutions • Access readiness of the infrastructure for Cisco VFrame Data Center service orchestration • Prepare for data center architecture optimization and virtualization (a primary component of next-generation service-oriented data centers) 	
Activities	Deliverables
<p>Onsite discovery session to understand the current data center infrastructure, including the general data center environment and future network requirements, including:</p> <ul style="list-style-type: none"> • Interviews with appointed personnel within your organization • Installation of Cisco Network Collector to capture information on Cisco product configurations; each networking technology is analyzed and evaluated as an individual component, including its interaction in the global context of the data center 	<p>An assessment report outlining findings and recommendations for improvements to enhance your existing environment, including:</p> <ul style="list-style-type: none"> • Review of infrastructure technologies to identify and analyze virtualization opportunities <ul style="list-style-type: none"> ◦ Network (Layer 2/Layer 3 infrastructure) ◦ Network transport and application call flows ◦ Security networking (firewall design) ◦ Server load balancing ◦ Web caching within the data center ◦ Secure Sockets Layer (SSL) offload • Data center provisioning assessment using Cisco VFrame Data Center
<p>Presentation of findings and recommendations, based on Cisco best practices</p>	<p>Onsite discussion</p>

Cisco and VMware Expertise

Offered by industry experts, the Cisco and VMware Virtualization Assessment Service can help simplify your preparation for virtualization. Cisco data center engineers and VMware certified consultants are among the industry's elite in providing virtualization solutions spanning the entire data center. Cisco engineers typically hold one or more data center technology certifications and have deployed, secured, operated, and optimized the performance of many of the largest data centers in the world. Through their access to the deep engineering expertise of the business units that create Cisco products and solutions, Cisco data center engineers are able to support you in deploying a solution that is consistent with Cisco product roadmaps. VMware certified consultants are recognized for their expertise in designing, installing, and supporting comprehensive, integrated server virtualization solutions.

Depending on your requirements, we can offer the following specific areas of expertise:

- Data center solutions architect
- Layer 2 and Layer 3 infrastructure architect
- Storage area network (SAN) architect
- Layer 4 to Layer 7 architect
- VMware certified professional consultant
- Information security expert
- Network management architect
- Customer system architect and administrator
- Project manager

Benefits

The Cisco and VMware Virtualization Assessment Service helps you to:

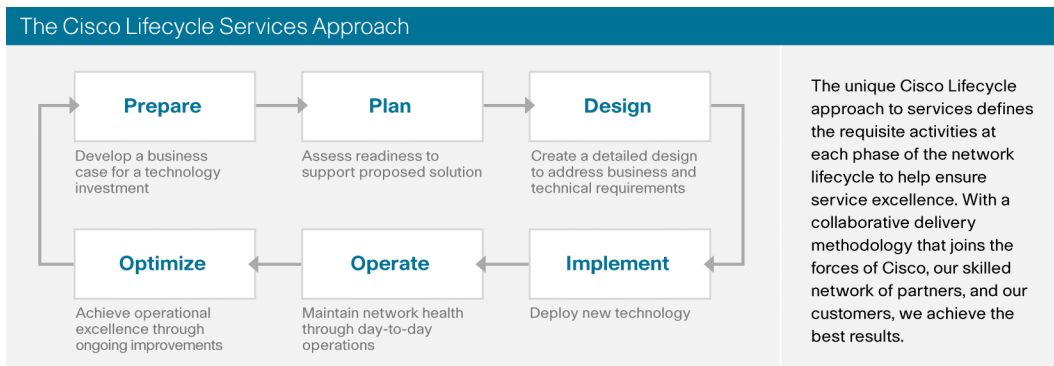
- Obtain a clear understanding of the gaps in your environment
- Manage risk by working closely with subject matter experts in networking and virtualization
- Increase application uptime and performance to the extent possible
- Bring new applications online faster with automated resource provisioning
- Enhance application availability, scalability, and manageability using any-to-any connectivity

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 Assessment Service is widely available as a statement of work (SOW)-based service. 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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Better Together.



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