

EMC Services and Solutions for VMware Environments

Accelerate the business benefits of your virtual infrastructure

The Big Picture

- Establish a strategy that spans the full virtualization lifecycle
- Achieve an enterprise-class virtual infrastructure
- Adapt policies, processes, and procedures to manage your hybrid physical/virtual environment effectively
- Increase operational efficiencies and maximize your ROI
- Develop skills to leverage the value of virtualization
- Manage and scale your virtual infrastructure cost-effectively
- Reduce risk and speed time-to-deployment of the virtualized data center

EMC® services and VMware® virtualization technology are a powerful combination that helps organizations reduce costs and generate operational savings while increasing business agility. Virtualization enables organizations to address the demand for increased asset utilization and cost optimization.

Successful virtualization initiatives begin with a well-thought-out strategy and a clear understanding of the impact of virtualization on IT and the business. Achieving an enterprise-class virtual infrastructure and unleashing the full potential of virtualization is a complex process requiring a unification of systems, tools, and processes across both virtual and physical environments; adaptation of operational and management best practices; and new knowledge and skills.

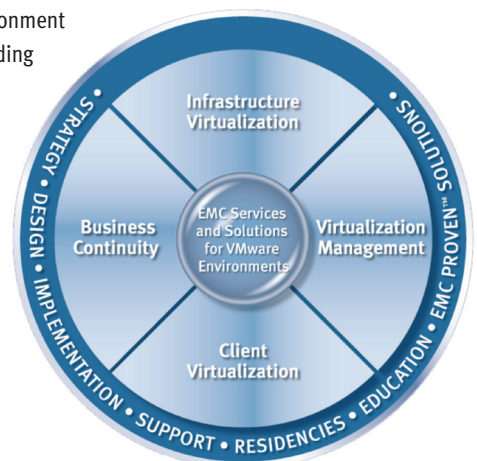
EMC provides the strategic and tactical services, proven solutions, and expertise to help you create a virtualization strategy; plan, deploy, manage, and scale an EMC-VMware virtualized infrastructure; and accelerate your journey to the private cloud.

Support for your key virtualization initiatives

EMC services and solutions for the VMware environment address your key virtualization challenges, including integrating your virtual infrastructure into the enterprise, business continuity, managing the virtual environment, and client virtualization.

Infrastructure Virtualization: Accelerating enterprise-wide adoption and locking in the operational savings of virtualization requires a strategic, programmatic approach that looks beyond technology to include people and process considerations. EMC's service-oriented perspective includes establishing a governance model for enterprise virtualization and incorporates operational and service-level objectives, management and reporting, and organization/IT support. This enables you to sustain momentum and achieve a higher level of VMware adoption across the entire enterprise. We apply proven best practices and lessons learned from successful enterprise-wide VMware deployments to help you deal with the organizational and operational impacts of virtualization as you deploy VMware on an enterprise scale.

Business Continuity: With EMC, you can leverage best practices to create a disaster recovery plan that protects your applications and data across the physical and virtual infrastructure. EMC services professionals will work with you to evaluate a wide range of technologies such as VMware vCenter Site Recovery Manager (SRM) for managing business continuity in your virtual environment, understand your service-level requirements, develop business continuity strategies for your virtualized applications, and introduce practical recovery approaches for newly virtualized tier-1 applications.



EMC can also help you determine the backup and deduplication processes, tools, and solutions required for your specific environment, as well as install and configure chosen backup solutions into your existing backup infrastructure. This will enable you to perform efficient backups that optimize backup volume without generating duplicate data.

Virtualization Management: The dynamics of managing a virtual environment introduce new considerations beyond those in the physical infrastructure. Now that you have a logical rather than a physical device, your administrator no longer has physical access and loses visibility to the “device.” A virtual infrastructure requires increased discipline along with new tools, processes, and procedures to manage it effectively. EMC’s virtualization management services help you integrate a wide array of EMC Ionix™ tools available to manage your VMware environment and implement a framework for capacity, incident, problem, and change management.

Client Virtualization: Client virtualization offers more flexible and secure provisioning of enterprise desktop environments. EMC can help you get maximum value from your client virtualization initiative leveraging VMware Enterprise Desktop products such as VMware View. We will work with you to develop a strategy and a business case for client virtualization, determine the most appropriate usage models, deploy the solution to remote office workers across the enterprise, and create a controlled environment based on compliance and security drivers. EMC can also provide skilled management resources as well as train your internal resources as needed.

End-to-end capabilities for the virtualization lifecycle

Our comprehensive portfolio of offerings addresses your needs at every point in the virtualization lifecycle—from adoption and planning through enterprise-wide deployment, implementation, and management.

Consulting Services: Expertise to strategize, plan, and architect

EMC Consulting helps you unleash the value of virtualization with an integrated approach across server, storage, application, network, and desktop assets. Our infrastructure, application, and business specialists accelerate the adoption and integration of operational best practices and processes for the virtual infrastructure, encompassing backup, disaster recovery, and integrated management of physical and virtual assets. EMC Consulting services for VMware environments include virtualization assessments, strategy development, operational readiness, enterprise data center infrastructure and operations planning and design, VMware View (VDI) planning, business continuity for the virtual infrastructure, program management, virtualizing enterprise applications such as Microsoft Exchange, and next-generation data center.

EMC Proven Solutions: Speed time to value of your virtualized infrastructure

EMC Proven™ Solutions leverage key virtualization features within EMC and non-EMC products, enabling you to design and build out the virtualized data center with predictable results. EMC extensively tests combinations of products and develops best practices and reference architectures to minimize your risk of deployment while accelerating ROI. EMC Proven Solutions span a wide range of business objectives such as virtualizing tier 1 applications—including Microsoft Exchange/SharePoint/SQL, Oracle, and SAP—and address your specific business needs including performance, backup/recovery/archive, and business continuity/disaster recovery for mission-critical applications, unified/tiered storage, management, and security.

Technology Deployment: Employ best practices and methodologies for consistent results

EMC offers comprehensive services to accelerate your VMware deployment, including planning, designing, implementing, and optimizing your EMC-VMware information infrastructure. These services span the entire VMware portfolio in addition to backup and capacity assessments and SRM design and implementation. Our VMware Certified Professionals (VCPs) have proven track records in the most-demanding information infrastructures, and bring this expertise to your virtual infrastructure implementation.

Residency Services: Fill your skills and resource gaps

EMC Residency Services for VMware environments provide a “best fit” of personnel and skills for the unique day-to-day operational management needs of your virtual environment. Our VCP-certified residents are knowledgeable about VMware solutions, best practices, and EMC infrastructure. They leverage EMC and VMware best practices to focus on your specific virtualization needs and make proactive recommendations to meet your evolving business requirements.

Training and Certification: Transfer knowledge to ensure your continued success

Through EMC Education Services—a VMware Authorized Training Center—your staff can learn to install, configure, deploy, secure, and analyze VMware Infrastructure server virtualization technology—and/or prepare to become a VMware Certified Professional (VCP). EMC offers a suite of instructor-led classroom and remote courses aligned to VMware Certification as well as integration with EMC CLARiiON®, EMC Symmetrix®, and EMC Celerra® platforms, providing comprehensive hands-on training for IT professionals responsible for deploying and managing your VMware ESX servers.

Why EMC Global Services for your VMware environment?

EMC Global Services creates integrated virtual infrastructures for our customers that exemplify virtualization operational excellence, leveraging our deep domain expertise in virtualization and the build-out of the virtual infrastructure as it transforms from a technology center to a strategic asset of the corporation.

With 13,000+ services professionals worldwide, plus a global network of alliances and partners, EMC Global Services provides the full spectrum of strategic guidance and technology expertise that organizations need to address their business and information management challenges, derive the maximum value from their information assets, and accelerate their journey to the private cloud.



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