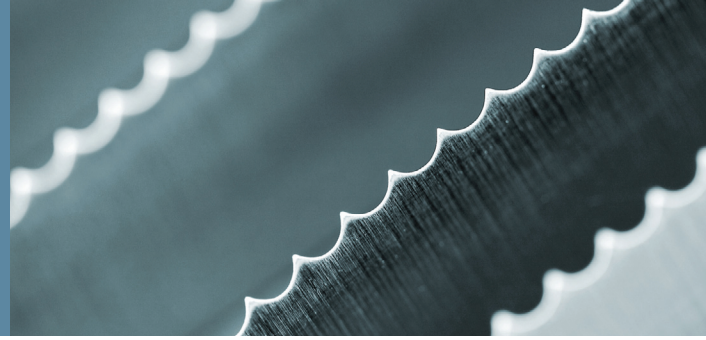


VIRTUAL INFRASTRUCTURE DESIGN & INTEGRATION



THE BUSINESS CHALLENGE

IT is faced with the challenge of managing limited resources such as data center space and capacity for power and cooling. Typically when they reach their limits, they have run out of the budget to expand these key resources. In some cases, businesses may be on the brink of government fines for drawing too much power according to building codes. This power they draw is often for severely under-utilized servers. One company in the retail sector recently conducted a study on their servers and found that they average six percent utilization.

The end result is that businesses spend an extensive amount of capital on hardware that operates at very low efficiency. The pressure to add more-and-more servers to meet business needs continues to grow. IT departments are subsequently faced with server sprawl as servers are needed for new applications and testing. The situation is compounded by application vendors that insist on separate servers to guarantee their applications perform as advertised. This only adds to the number of inefficiently used servers.

Another cause for extra servers is that businesses sometimes over-estimate the load for a particular application. This leads to an even greater need for power, cooling and data center space. And with many businesses growing rapidly, the challenge of containing server sprawl will only intensify. In addition to trying to contain server sprawl, IT staffs face a growing demand to provide servers as quickly as possible. However, it typically takes 30 days to order, receive, configure, burn-in and roll-out new servers, while the business need for the new server continues to loom over the IT department.

To contribute positively to corporate objectives, IT must find a way to limit and reduce the amount of servers while increasing server efficiency. IT must also find a way to roll-out new applications as quickly as possible so the company can meet its business process needs.

The expertise of Foedus and Virtual Infrastructure technology address these challenges.

ABOUT FOEDUS

Foedus is a leading provider of Virtual Infrastructure technologies and services to companies worldwide. We specialize in helping organizations utilize the unique aspects of these emerging technologies to solve common IT challenges in new and dynamic ways.

Virtualization technologies provide new opportunities and associated challenges to many companies. Whether due to a lack of available resources or specific experience, many organizations find it difficult to determine which approach provides the best and most cost-effective solution for their business. Foedus offers a unique combination of consulting talent and implementation expertise to companies, enabling them to fully realize the benefits of virtualization.

Foedus has also established partnerships with the very best hardware and software vendors in our areas of specialization, and we are committed to assisting our customers in the evaluation of all potential solutions — including the optimization of current IT assets. This approach, combined with our proven engagement methodology, enables us to develop and deliver cost-effective solutions.

WHAT CUSTOMERS ARE SAYING

“Foedus understands the value that virtualization technology delivers to an organization. Their suite of solutions, backed by proven service and consultation, delivers a measurable and rapid return on investment.”

— Pat Healey, Manager of Software Systems Engineering
Main Street America Group

foedus

Virtual Technologies...Real Results

Foedus

30 International Drive
Portsmouth, NH 03801
877-2-foedus tel
603-431-2662 fax
www.foedus.com

VIRTUAL INFRASTRUCTURE SOLUTIONS

To address the challenges of businesses running out of server space or capacity for electricity and cooling, Foedus deploys Virtual Infrastructure technology. This approach increases the utilization of servers and other infrastructure resources. It also improves performance, increases security and minimizes system downtime while reducing the cost and complexity of delivering enterprise services. Virtual Infrastructure technology also enables the roll-out of new applications with less risk and lower platform costs.

Virtual Infrastructure delivers on these benefits because it allows businesses to consolidate 10 to 15 servers into one physical server. Instead of running the servers at six percent utilization, businesses can run one server at 60 to 90 percent utilization.

This creates significant up-front and on-going savings. Whether you build a new infrastructure or add to an existing one, you can eliminate the cost of buying server hardware as well as costly add-ons such as SAN connections and air conditioning units. Dramatically reducing the number of servers also has a large, positive impact on electricity costs, and you cut down on the amount of data center space needed to house the servers.

Virtual Infrastructure also helps you meet the needs of end-users faster. The technology allows you to roll-out new servers in as little as 15 minutes. When you compare this to the typical 30 days it takes to order and deploy a new physical server, the benefit is invaluable. Your business gets a 30-day jump on providing a new application to users. In cases of disaster recovery, it allows you to shift users to a new server immediately so your business stays up and running.

In creating a Virtual Infrastructure design for a customer, Foedus presents a blueprint that shows you the exact steps you need to take to integrate a virtual design into your existing infrastructure.

This blueprint is the result of a comprehensive assessment by Foedus VI certified engineers. During the assessment, we analyze your IT needs and business requirements as well as your current environment. We also determine where you want to go versus where you are today and then conduct a gap analysis that establishes the optimum path to follow. Finally we design a solution that not only fits your requirements, but also integrates effectively with your existing infrastructure.

The end result is a unique Virtual Infrastructure Design and Integration plan. This approach ensures you realize measurable return on your entire Virtual Infrastructure investment.



FEATURES AND BENEFITS

Data Center Cost Savings

- Reduces required rack space and overall data center space.
- Eliminates the majority of server hardware-warranty contracts.
- Reduces cost of purchasing server hardware and SAN connectivity.
- Lowers electricity bills and the need for air conditioning.

Speeds Up Application Rollouts

- Decreases server deployment and implementation time to minutes rather than days or weeks.
- Maintains current level of operating system and application isolation.
- Decreases costs associated with rolling out new applications and new server instances.
- Allows for adding of new applications and services without adding new hardware and infrastructure.

Data Center Containment

- Reduces server sprawl by allowing you to add new applications to existing servers rather than deploying new servers.
- Separates virtual instances on servers so they will be recognized as separation of applications by software vendors.
- Allows you to create new virtual servers for testing that can later be destroyed or copied and stored off line.

Operational Efficiency

- Takes into account peaks and valleys of server workloads so that resources don't get accessed at the same time.
- Foedus expertise helps you determine your optimal consolidation ratio.
- Allows allocation of unnecessary hardware to other IT functions such as disaster recovery.