

## Teneo Virtualization Assessment

Teneo's Virtualization Assessment (TVA) Service is offered to companies that want to quantify the benefits of virtualizing their infrastructure. The service is provided over an agreed period of time resulting in a detailed report on how the customer can virtualize their environment. Teneo can then carry out conversion work based on the final customer requirement.

Teneo's independent assessment service is designed to take the pain out of virtualization. Having worked with customers on data centre consolidation projects for a number of years, Teneo recognises the importance of structuring virtualization projects and deploying the correct methodology.

### What is Virtualization?

Historically server workloads have been tied to the hardware infrastructure on which they reside. This has made strategic IT projects such as centralization and server consolidation, disaster recovery and server provisioning complex and inefficient. Complex because each server must be planned, specified, licenced and maintained separately. Inefficient due to the vast amount of resource within a server farm that will remain unused at any one time.

Virtualization allows you to transform hardware into software. Specialist solutions are used to convert hardware resources such as CPU, RAM, Hard Disk and Network Controller into a virtual machine capable of running an operating system and applications. Creating a virtual machine means that numerous applications or file servers can be run on a single (or fewer) hardware platform because virtual machines share hardware resources without interfering with each other.

Sharing resources becomes considerably more efficient in terms of server specification, data centre footprint, power requirements, hardware maintenance and Operating System licences. In addition to this, because software is effectively "uncoupled" from hardware, it becomes easier to plan and operate a disaster recovery policy. Virtual machines can be easily backed up or replicated off site and made operational in the event that the disaster recovery plan needs to be actioned. Equally straightforward is the provisioning of new virtual servers for new applications or for testing purposes.

### How the Service Works

Whilst in theory this approach is compelling, in practice starting a virtualization project can be a daunting task. As networks grow organically it is easy to lose track of what servers exist on the network and the applications that they deliver. Across distributed environments this issue is exacerbated where regional IT teams control their own infrastructure. And it won't be possible or even desirable to virtualize all servers on the network, so how to identify which ones are good options and which ones are not?

Using tools from virtualization vendor PlateSpin and our own specialist expertise, Teneo's Virtualization Assessment (TVA) Service will discover and audit your server infrastructure on a corporate wide basis. A number of metrics will be logged such as Vendor, CPU, RAM, Hard disk, operating system, patch level and applications that are running. We will also look at the workload and usage patterns for these servers. Performance is automatically monitored over a 30 day period to identify how resources are being used, with a view to clearly highlighting inefficiencies and opportunities for improvement.



### About Teneo:

Teneo is an Infrastructure Optimization Company that helps customers to understand and improve the way their IT works.

We do this by providing solutions in the areas of Management, Performance and Virtualization.

#### Our solutions help customers to:

- ▶ Understand what is on the network
- ▶ Increase efficiency & decrease cost of IT
- ▶ Improve the performance of applications
- ▶ Work collaboratively between sites

Our focus is to understand customer goals and provide products & services that allow them to be achieved.

Teneo has over 1000 customers across 40 countries and offers a portfolio of services that includes Training, Installation, Maintenance and Performance Analysis Consultancy.



## What does the Service Cover?

At the conclusion of the assessment a report will be generated and presented to the customer. This report will provide a detailed analysis of our findings, including the full inventory. It will also provide recommendations for which servers can be virtualized and the likely "host" machine for virtualized servers to run on. The report will also establish some of the efficiency savings associated with accepting the recommendations including cost, power, licensing and maintenance savings.

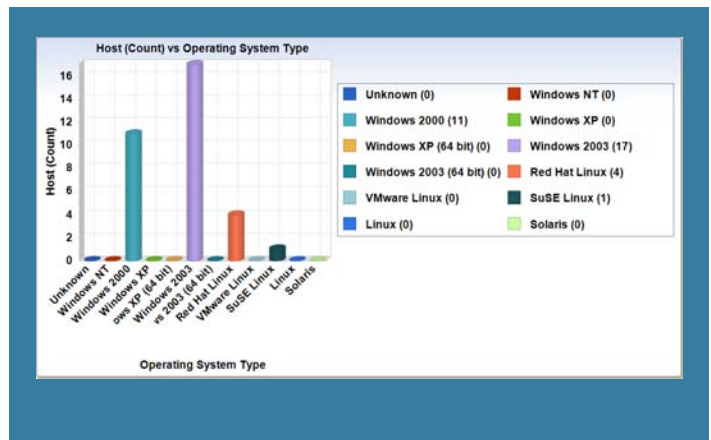
At this stage customers can choose to contract Teneo to undertake the virtualization conversion work utilizing VMWare or Virtual Iron virtualization products. Teneo can offer a turn key service including servers, storage, licences and services. Customers can also choose to take multiple assessments over a period of time to analyse how the infrastructure changes.

## Discover

- ▶ What Servers are on my network?
- ▶ Where are they?

## Audit

- ▶ Vendor
- ▶ CPU
- ▶ Disk Space
- ▶ RAM
- ▶ OS
- ▶ Applications



## Monitor

- ▶ Application workload
- ▶ Hardware utilization across all audited metrics

## Report

- ▶ How can virtualization be achieved
- ▶ Where can machines be virtualized
- ▶ Where can existing hardware be redeployed as a host
- ▶ Where is additional hardware investment required

## What does the Service Cover?

The final report that is delivered to the customer covers areas including:

- ▶ Assessment Goals
- ▶ Assessment Process
- ▶ Workload Inventory Summary
- ▶ Operating Systems Summary
- ▶ Processor Summary
- ▶ Workload Utilization Report
- ▶ Workload Exclusion Criteria
- ▶ Processor Utilization Report
- ▶ Memory Utilization Report
- ▶ Network Utilization Report
- ▶ Disk Utilization Report
- ▶ Consolidation Recommendations
- ▶ Complete Server Inventory Report



### Head Office

20/21 Theale Lakes Business Park,  
Moulden Way, Sulhamstead,  
Berkshire,  
RG7 4GB

T: +44 (0) 118 983 8600  
F: +44 (0) 118 983 8633

### Manchester Office

Adamson House, Towers Business Park,  
Wilmslow Road, Didsbury,  
Manchester,  
M20 2YY

T: +44 (0) 161 955 3618  
F: +44 (0) 161 955 4201

### USA Office

44330 Mercure Circle,  
Suite 132,  
Dulles,  
VA 20166

T: 703.212.3220  
F: 703.996.1118

W. [www.teneo.net](http://www.teneo.net)  
E. [info@teneo.net](mailto:info@teneo.net)

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