

# SERVER VIRTUALISATION SERVICES

A SOLUTION OFFERING FOR  
TIER 1 ALLIANCE PARTNERS



I.T. Alliance builds strategic alliances with large Tier 1 professional services organisations. We then work exclusively with these Alliance Partners, helping them to sell and deliver IT Projects and Services into their customer base.

Server transformation through virtualization provides improved cost of ownership and can deliver cost savings through a reduction in servers and resources, such as space, power and cooling. Our Server Virtualization and Transformation Services help customers to structure their virtualization programme according to established industry best practice, and to subsequently deliver physical to virtual (P2V) migration using a proven methodology.

Among most IT service providers and internal IT organisations, there is a tendency to approach virtualization from an overly technical perspective. This approach can often overlook the knock-on impacts to both the business and the IT organisation.

The unique selling point of our Virtualization Services is our high-level programme approach, which ensures that the requirements of all stakeholders throughout the IT organisation and the business community are both identified and managed.

Our programme also covers the entire virtualization lifecycle. Not only do we include Programme and Project Management, but also technology selection,

state inventory and analysis, virtual infrastructure build, migration planning and execution, and steady-state virtual datacenter operations.

## Benefits

- Reduction in physical hardware footprint
- Up to 70% cost reduction achievable
- Green IT initiatives
- Retirement of legacy hardware
- High availability for non-cluster aware applications
- Enhanced disaster recovery and business continuity
- Elimination of planned downtime for hardware up grades
- Elimination of application / operating system / hardware dependencies

- Ability to test software patches, upgrades, implementations and system maintenance easily and under realistic conditions
- Improved handover between developers, testers and operations staff
- Centralised desktop management, control and monitoring

## Business Risks & Challenges

Through our involvement in a number of server virtualization and transformation projects, we have identified typical risks and challenges. As a result, we are in a position to work with customers to plan for such instances, which can include anything from not having a clear application strategy to independent software vendors who do not support virtualization.

## Service Catalog

Our Virtualization and Transformation Services include, but are not limited to:

- Virtualization Assessments
- Virtual Infrastructure Plan and Design Service
- Virtual Infrastructure Health Check
- Virtual Infrastructure Kick-start Projects
- Virtual Infrastructure Kick-start with P2V Migrations
- Virtual Business Continuity and DR
- Design and Implementation Services

## Supported Environments

- Host Environments: VMware, Microsoft, Citrix
- Guest Environments: Wintel, Linux, Solaris

## Overview of our Framework

I.T. Alliance has an established framework for server virtualization and transformation projects. Generally, each project has three distinct phases: Assessment, Planning and Execution. The actual planning and execution activities are dependent on the business needs and services each client requires.

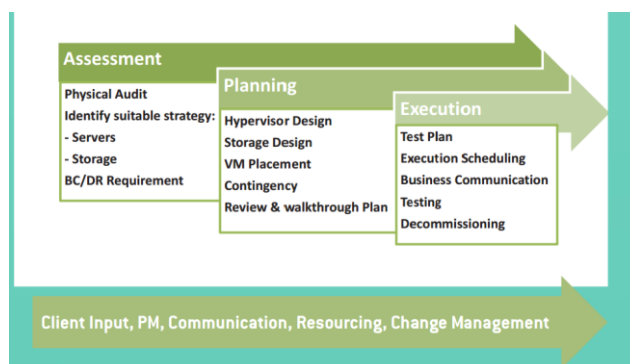


Figure 1: Server Virtualisation Framework

## Maximise the Alliance

We offer a mix of flexible, customised solutions that are second to none and we have the experience and the skilled resources to deliver the level of managed services that you demand. Our managed service solutions can increase your reach into your accounts – and your margins. We can develop sales opportunities jointly or independently and all services are delivered in your name.

## FURTHER INFORMATION

For more information please contact your sales representative or email [info@italliancegroup.com](mailto:info@italliancegroup.com)

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