



Cisco Data Center Architecture Value Analysis Service

Develop the metrics you need to justify investments in next-generation data center technology.

The Cisco® Data Center Architecture Value Analysis Service helps you understand the financial impact and business benefits of migrating to a next-generation data center architecture, so you can make informed technology investments.

Business executives regularly craft initiatives to increase profits and improve the customer experience. Implementing such initiatives often requires data center investments, and it is vital that those investments are justified with a sufficient value-add. To do that, the IT staff must identify the technologies that will provide the best return on their investment, using tangible business metrics. Then they must regularly evaluate the data center infrastructure and demonstrate the ongoing financial benefits of the new technologies. Identification and regular evaluation of data center technologies can reduce maintenance, support, and administration costs, and identify opportunities for further improvements.

Justifying Investments

The Cisco® Data Center Architecture Value Analysis Service analyzes your data center infrastructure to determine how consolidation and virtualization can reduce costs while delivering new capabilities. This holistic analysis encompasses your complete technology strategy, including your server and storage network infrastructure, operating systems, and storage tiering. It is based on a customized, next-generation data center architecture and uses detailed discovery to calculate potential savings in capital and operating expenses.

Once the data is collected, a sophisticated financial modeling process assesses the impact on operational key performance indicators (KPIs) to help you justify an investment or migration to a next-generation architecture. High-level cost efficiency reports also help you quantify potential savings on a cumulative annual basis and provide important decision criteria for transitioning to the new design.

The service is delivered by Cisco, which collects a variety of strategic, architectural, operational, and financial data to implement a comprehensive analysis. Table 1 lists the parameters that are analyzed to help you determine the value that you can realize from a next-generation data center architecture.

Table 1 lists the parameters that Cisco analyzes to help you determine the value that you can realize from a data center solution.

Table 1. Cisco Data Center Architecture Value Analysis Data Collection

Type of Data	Includes
Strategic	<ul style="list-style-type: none"> • Corporate and IT objectives • Business initiatives • Data center facility strategy
Operational	<ul style="list-style-type: none"> • Service-level agreements (SLAs) • Security and regulatory requirements • Disaster recovery and business continuity planning requirements • Data center provisioning metrics • Standard hardware configurations • Network oversubscription • Business-to-business connections and strategies • Data center facilities strategies
Architectural	<ul style="list-style-type: none"> • LAN / WAN architecture • SAN architecture • Server architecture • Information security systems architecture • Infrastructure scalability • Server virtualization
Financial	<ul style="list-style-type: none"> • Chargeback and reporting goals and model • Data center hardware inventories • Current OpEx structure • Current CapEx structure

Table 2 lists the activities, deliverables and benefits of the Cisco Data Center Architecture Value Analysis.

Table 2. Cisco Data Center Architecture Value Analysis Service Activities, Deliverables, and Benefits

Activities and Deliverables	Benefits
<ul style="list-style-type: none"> • Onsite customer workshop (2 days) <ul style="list-style-type: none"> – Summary of data collected via interviews – Analysis of virtualization capabilities – Analysis of operational efficiencies that could be achieved 	<ul style="list-style-type: none"> • Helps ensure a successful implementation by outlining operational commitments in the early stages of analysis and design • Helps you understand your current costs and use them as input to develop objective savings projections
<ul style="list-style-type: none"> • Development of conceptual future state architecture 	<ul style="list-style-type: none"> • Provides comprehensive review of current and future architecture roadmap • Provides a conceptual architecture that consolidates and virtualizes the current infrastructure
<ul style="list-style-type: none"> • Architecture value assessment <ul style="list-style-type: none"> – Customer Architecture Value Assessment Report – Financial Analysis Report (including capital investments required during the project lifecycle and savings in infrastructure, facilities, and energy) 	<ul style="list-style-type: none"> • Helps you determine how consolidation and virtualization can reduce costs • Reviews areas for skills gaps between server, network and storage staff within your IT organization • Offers measurable benefits for improving operational efficiencies • Helps you project future savings by analyzing capital and operating costs

Activities and Deliverables	Benefits
<ul style="list-style-type: none"> · Onsite presentation of findings and knowledge transfer <ul style="list-style-type: none"> – Executive summary presentation with interactive dashboards 	<ul style="list-style-type: none"> · Comprehensive review that maps business challenges to future state data center architecture

Benefits

The data center is a complex entity with many interacting factors. Implementing a next-generation data center strategy is a significant financial and operational commitment, and it is vital that you understand the effects of that commitment and the benefits that it will bring to every technology area in your data center. The Cisco Data Center Architecture Value Analysis Service helps you understand the cost savings that you can achieve with a next-generation architecture and provides the metrics you need to validate the investment. The service helps you to:

- Demonstrate the benefits of implementing a next-generation data center strategy
- Quantify the cost saving potential of consolidating and virtualizing data center storage, network, and server infrastructure
- Accelerate funding decisions for strategic initiatives

Value Analysis Options

The Cisco Data Architecture Value Analysis Service is one of three options that Cisco offers for calculating the potential return on your data center solution investments. It provides the most comprehensive analysis available from Cisco. The three analysis services are:

- **Self-service, virtual expert web-based tools:** Provides a quick assessment of the total cost of ownership (TCO) for Cisco data center technologies.
- **Cisco Data Center Business Value Analysis Service:** Provides a high-level financial analysis that demonstrates the business case for a proposed Cisco data center solution.
- **Cisco Data Center Architecture Value Analysis Service:** Delivers a detailed business case, metrics, and ROI analysis tied to a next-generation data center architecture.

Cisco Expertise

Cisco combines data center expertise with a flexible financial model to help you analyze the business value of a proposed data center solution. The service is delivered by a cross-functional team of experts with extensive experience in major data center initiatives. These consultative experts use best practices and proven methodologies to help you develop a business case that addresses your primary corporate objectives and helps reduce the risk of deploying new technologies.

Cisco's data center professionals hold a wide array of industry certifications and are subject matter experts in business and technology architecture and data center technologies. They have direct experience in planning, designing, and supporting data center solutions, and have expertise in virtualization, servers, storage, applications, networking, and business consulting. Our product and technology expertise is continually enhanced by hands-on experience with real-life data centers and broad exposure to the latest technologies and implementation practices.

Why Cisco Data Center Services?

Today, the data center is a strategic asset in a world that demands better integration among people, information, and ideas. Your business and your data center work better when technology products and services are aligned with your business needs and opportunities. Using a unique, network-based perspective and a unified view of data center assets, Cisco and our industry-leading partners deliver services that accelerate the transformation of your data center. Cisco takes an architectural approach to help you efficiently integrate and manage data center resources. Cisco Data Center Services help you reduce costs, deliver high availability and application performance, and better meet your service-level agreements.

Availability

The Cisco Data Center Architecture Value Analysis Service is widely available. Contact your local service account manager for availability information in your area.

For More Information

To find out more about the Cisco Data Center Architecture Value Analysis Service or other data center services, visit www.cisco.com/go/dcservices or contact your Cisco account manager.

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