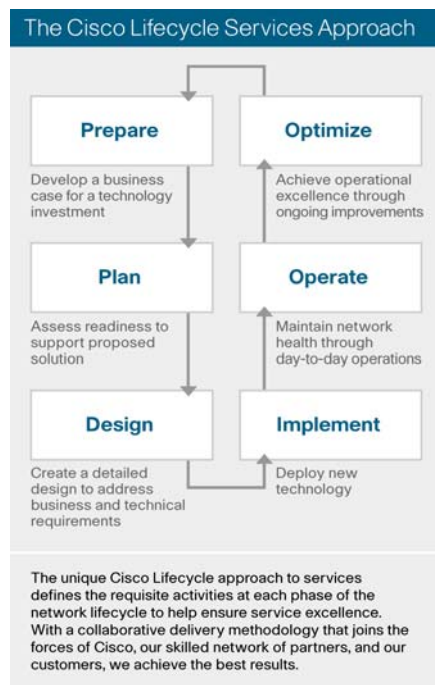


Cisco Data Center Consolidation Service

Respond quickly to complex business challenges and opportunities with a more efficient and agile data center.



Service Overview

The disparate data center environments and customized applications common in many organizations can be expensive to operate and difficult to manage. Distributed resources also require more complex business continuance policies, which increases business risk and expense. Data center consolidation can help you address these issues by increasing operational efficiency, reducing expenses, and increasing your ability to respond to business challenges and opportunities.

The Cisco® Data Center Consolidation Service uses a comprehensive approach that combines resource consolidation with infrastructure planning. Cisco Advanced Services work collaboratively with you to analyze your current data center environment so you can prepare, plan, design, and implement a consolidated data center. Cisco takes a holistic view of

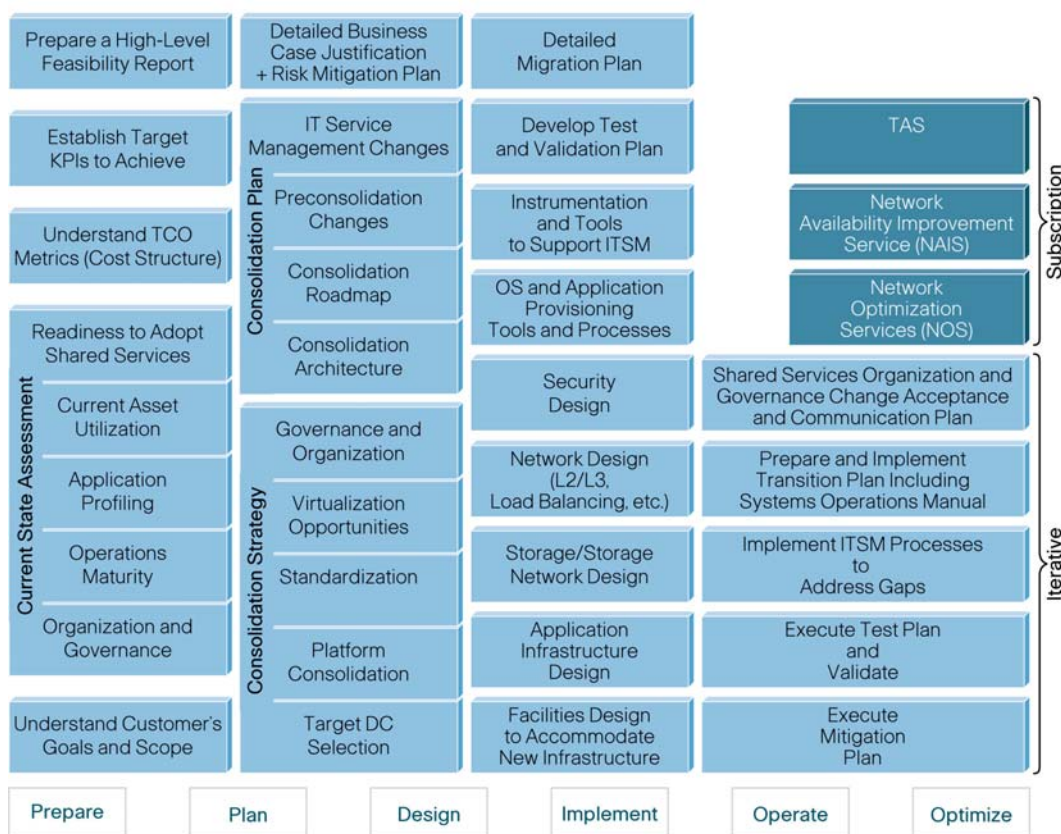
data center resource consolidation projects, a view that takes business requirements, technology, people, and IT service management processes into account.

The Cisco Data Center Consolidation Service is delivered by an experienced team of Cisco consultants and engineers with experience in all phases of the technology deployment lifecycle. The Cisco team consists of subject matter experts with experience in developing and deploying large data center architectures. Coupled with an understanding of application requirements, this team knows how to deliver a solution that can meet your desired metrics.

Cisco Data Center Consolidation Service

Cisco and our partners use a lifecycle services approach of prepare, plan, design, implement, operate, and optimize phases that help align business and technical requirements. The lifecycle services approach helps companies to accelerate their success with their data center and networking solutions while increasing the return on their investment.

The Cisco Data Center Consolidation Service can help you implement a data center consolidation solution that is customized for your unique business requirements. As depicted in Figure 1, this is a complex process with many activities and deliverables that span much of the data center lifecycle. Throughout the consolidation process, Cisco acts as a catalyst to bring together the expertise, people, and resources you need to successfully realize your consolidation and business goals.

Figure 1. Data Center Consolidation Across the Network Lifecycle

The primary activities of the Cisco Data Center Consolidation Service by lifecycle phase are the following:

- Prepare: current state assessment, total cost of ownership analysis, organizational readiness, and gap analysis and feasibility study
- Plan: consolidation strategy and planning
- Design: consolidation design development
- Implement: consolidation implementation

Prepare

Current State Assessment

This phase is focused on developing an understanding of your goals, assessing the current state of your data center environment, and understanding your current IT service delivery and support cost structure.

The current state assessment covers the entire technology stack (facilities, network, server platforms, application landscape, and so on), IT service management processes, and organization and governance structure.

Application profiling is one of the most important activities in the current state assessment process. To help ensure that your consolidation project is successful, Cisco takes a holistic IT service-centric approach, instead of optimizing individual infrastructure resources. Depending on your project requirements, the deliverables for the current state assessment may include one or more of the following reports:

- Detailed requirements
- Application-to-server mapping
- Application-to-network mapping
- Applications interdependency
- Application-to-storage mapping
- Application-to-database mapping
- Applications usage
- Current network deployment
- Network assessment and gaps
- Server inventory list
- Facilities and environment assessment
- Security assessment
- IT service management (ITSM) maturity model assessment
- Systems and application monitoring analysis

Total Cost of Ownership Analysis

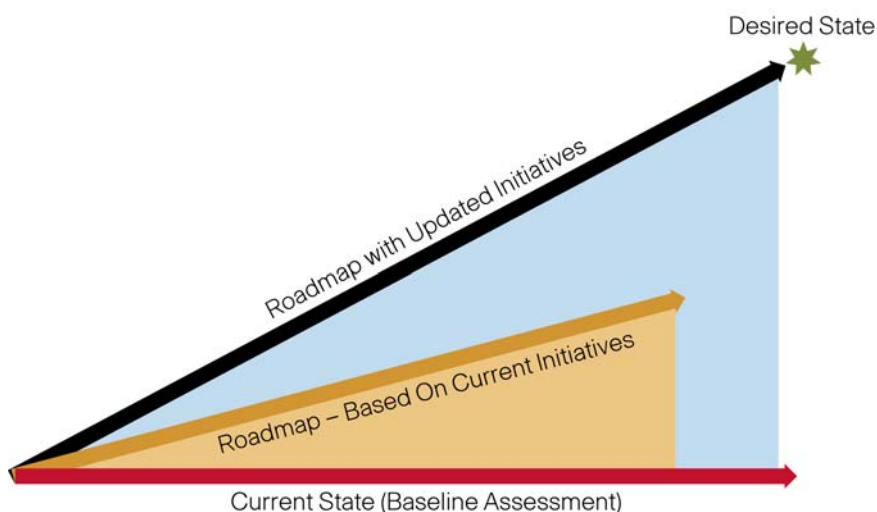
The total cost of ownership (TCO) analysis identifies all the costs of your data center consolidation project and builds an accurate TCO structure.

Organizational Readiness

Organizational readiness focuses on developing an understanding of your organization's culture and readiness for data center consolidation. This includes understanding your current budgeting and procurement model and discussion of potential conditions that might preclude the migration of your IT infrastructure to a shared environment.

Gap Analysis and Feasibility Study

In this phase, the primary performance indicators that you are looking to achieve with your data center consolidation are identified. These primary performance indicators might include target server utilization, number of servers per administrator, number of terabytes per administrator, and so on. After your primary performance indicators are identified, a gap analysis is conducted between the current state and your desired future state, as illustrated in Figure 2.

Figure 2. Gap Analysis: Current State Versus Desired State

Based on the gap analysis, a high-level feasibility study is conducted to set the appropriate expectation of all the primary stakeholders. This study outlines important risks and a suggested high-level plan to mitigate them in the consolidation feasibility analysis report.

Plan

Consolidation Strategy and Planning

Realizing the full potential of data center consolidation requires a strategy and plan that reflect your business goals, customer needs, operational processes, resources, and infrastructure. The consolidation strategy and planning activity addresses these elements, analyzes the business case, and delivers a consolidation plan that is customized for your unique requirements.

If you are not ready to undertake a comprehensive implementation, the consolidation strategy and planning activity identifies smaller, more easily manageable tasks that would normally be implemented as part of an overall consolidation project.

The consolidation strategy and planning activity creates a catalog of IT services that are supported by the data center and assesses individual asset consolidation while considering the overall needs of your business. It also provides recommendations, architecture, roadmap, and an updated business case justification. The current organization and governance structures are also observed to chart out the changes required to successfully institute a shared services organization.

IT service delivery depends on three factors: people, process, and technology, with many projects failing because of a lack of focus on the people and process issues of IT service delivery. Cisco uses a maturity model to understand your current IT service management maturity and set targets to achieve for each of these factors.

The consolidation strategy and planning activity provides the following deliverables:

- Consolidation strategy and guiding principles report
- Consolidation architecture report
- Facilities recommendation
- Business case analysis report

Design

Any consolidation effort must make sure that your updated infrastructure can withstand planned events and disasters while maintaining your core business operations, IT functions, company confidentiality, and the integrity of your mission-critical data. This consolidation design activity uses input from the current state assessment, feasibility analysis, and consolidation strategy and planning activities to help develop a detailed design for your consolidated data center. Cisco best practices are integrated into this design to help you improve operations and reduce management costs by customizing your data center architecture to meet your specific requirements.

Implementation

The implementation phase includes assistance with the implementation of your data center design. This phase is carried out in an iterative fashion to help ensure that continuous realizable benefits are achieved throughout your project. Critical elements to the success of implementation are the governance and change acceptance process and the communication plan.

Either Cisco engineers or certified Cisco partners may lead this activity, which can be delivered through an onsite or a remote support model. Using trained personnel to assist with the implementation of major changes helps smooth deployment of your data center design.

The consolidation implementation activity provides the following deliverables:

- Consolidation plan implementation assistance with onsite or remote support
- Sign-off document

Operate and Optimize

After your data center consolidation project is complete, Cisco can help provide the support you need throughout the operate and optimize phases. Cisco offers a range of services that have been created to serve diverse and complex customer environments. These services provide assistance with ongoing management and optimization of environments that are continually absorbing more change. Utilizing these services can result in lower day-to-day infrastructure management costs.

Benefits

The Cisco Data Center Consolidation Service helps you increase the utilization of various IT assets, improve availability, reduce time to recovery from a failure, and lower the total cost of providing IT services. Most importantly, the Cisco Data Center Consolidation Service helps increase the agility of your IT department so you can respond quickly to new business challenges and opportunities. The Cisco Data Center Consolidation Service applies a proven methodology and best practices to your consolidation project that help limit your costs and risks and accelerate your ROI. You will work with Cisco Advanced Services to analyze your consolidation needs and efficiently implement a consolidation plan. Your IT department can also take advantage of refreshed technology and more economical environment to fulfill new business requirements faster.

The Cisco Data Center Consolidation Service helps you to:

- Optimize data center resources, topology, and technologies by assessing the data center layout for inefficiencies
- Improve resource utilization by evaluating the feasibility of centralization and standardization
- Improve performance and ROI by evaluating application dependencies to facilitate consolidation planning

- Make sound technical and financial decisions by providing the justification and business benefits of migrating to a consolidated architecture
- Improve network availability, IT asset utilization, and power efficiency and reduce time to recovery from a failure
- Support business continuity and resilience for mission-critical applications through proactive data center architecture planning

Why Cisco Services

Cisco Services make networks, applications, and the people who use them work better together.

Today, the network is a strategic platform in a world that demands better integration between people, information, and ideas. The network works better when services, together with products, create solutions aligned with business needs and opportunities.

The unique Cisco Lifecycle approach to services defines the requisite activities at each phase of the network lifecycle to help ensure service excellence. With a collaborative delivery methodology that joins the forces of Cisco, our skilled network of partners, and our customers, we achieve the best results.

Availability and Ordering Information

The Cisco Data Center Consolidation Service is available for purchase throughout the world. The service is available as a transactional statement of work (SOW)-based service. The part number for this service is AS-DCN-CNSLT.

For More Information

For more information about the Cisco Data Center Consolidation Service or other services that can help you protect and get the most out of your data center investment, visit www.cisco.com/go/dcservices or contact your Cisco service account manager.

Cisco Services.
**Making Networks Work
 Better Together.**



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