



What Are the Cisco and VMware Virtualization Services?

The Cisco® and VMware Virtualization Services provide a holistic approach to virtualization that combines Cisco networking expertise with VMware virtualization expertise. VMware Infrastructure lets you host and access applications anywhere across server, network, and storage infrastructures. By using automated intelligent provisioning of these resources, virtual machine aware data center infrastructure lets you truly enjoy the benefits of server virtualization and frees you from physical and geographical limitations, helping simplify management and helping lower costs.

Why Should I Care About Having a Virtual Data Center?

Businesses experience a tremendous cost savings on capital expenses and operational expenses with a virtualized data center. In addition, a virtualized data center can provide increased agility and improved service levels. The Cisco and VMware Services help you combine server, network, network services, security, and storage virtualization. This holistic approach helps protect application performance and supports the automation tools needed to manage an end-to-end virtualized environment. These services also provide a simplified way to engage subject matter experts, who work collaboratively to help you devise and deploy an overarching data center virtualization strategy and roadmap.

How Do Cisco and VMware Work Together to Support My Implementation?

Cisco enterprise architects specialize in understanding business problems and work with Cisco solution architects to map those business problems into technology architectures. VMware technical experts can help

assess, plan, and design a customer-specific VMware Infrastructure. These Cisco and VMware professionals collaborate to help ensure that the entire solution is compliant with the companies' combined best practices. You'll have a single channel that is accountable for the entire virtualization solution.

What Problems Do These Services Address?

- Reducing equipment, facilities, and operating costs
- Provisioning new applications quickly
- Meeting high-availability service level agreement requirements
- Coordinating management and operations across virtualization silos

What Capabilities Do the Cisco and VMware Virtualization Services Include?

The Cisco and VMware Virtualization Services help you create a virtualization strategy, obtain financial modeling and justification, help identify gaps in your IT environment, and develop an end-to-end virtualization strategy to help reduce costs and increase management efficiencies. Included are the following customized professional services and activities:

Cisco and VMware Virtualization Assessment Service

- Server consolidation and virtualization assessment
 - System and performance data analysis for deployed servers
 - Financial analysis of server consolidation and virtualization
- Network discovery and infrastructure assessment
 - Discovery of existing data center infrastructure
 - Networking infrastructure virtualization opportunities analysis
 - Data center provisioning assessment

Cisco and VMware Virtualization Planning and Design Service

- Virtualization Planning
 - Requirements gathering
 - High-level architecture development
 - Knowledge transfer
- Virtualization Design and Implementation
 - Detailed design
 - Test, staging and validation plan
 - Product acquisition and implementation plan
 - Rollout and migration plan
- Virtualization Project Management

What Benefits Can I Expect to Achieve from the Cisco and VMware Virtualization Services?

Cisco and VMware Virtualization Services help you create an end-to-end virtualization solution and help you to:

- Understand the gaps in your IT environment
- Manage risk by working closely with experts in networking and virtualization
- Increase application uptime and performance to the extent possible
- Bring new applications online faster with automated resource provisioning
- Enhance application availability, scalability, and manageability using any-to-any connectivity
- Lower ongoing operating costs to the extent possible

Why Cisco and VMware?

Cisco and VMware are industry leaders in their respective domains and have created best practices for their respective areas of expertise. The Cisco and VMware Virtualization Services span the lifecycle of virtualization solution implementation, accelerate the adoption of solutions from both vendors, and help deliver a customized end-to-end virtualization solution for each customer.