



QuickStart for Data Centre: Questions to Ask Your Customers

Questions about the Server Path

Ask these questions up front to get information that will help with Ethernet, Fibre Channel and IB blades, HPC, VFrame, and future technologies.

- Who is the server vendor? (HP, IBM, Sun, Dell)
- Who is the sales rep for the server vendor that calls on this account? Who is the SE?
- Is the server manufacturer driving the customer's server decisions, or is their channel?
- Is the customer buying blades or 1RU boxes? Why?
- Does the customer have the same or different profiles for Linux and Windows servers?
- What applications are driving the customer's server purchases?
- Is the customer running VMWare?

Questions about Storage

Ask these questions to get information that will help with SAN and WAAS.

- Who is the primary storage vendor? Who is the secondary storage vendor?
- Who is the sales rep for each storage vendor that calls on this account? Who is the SE for each vendor?
- Is the storage vendor driving the customer's SAN decisions, or is the vendor's channel?
- What are the customer's greatest storage-related IT challenges?
- How fast is their storage growing? (TBs or PBs per year)
- What challenges does the company have when storing data for its branch offices?
- What applications are taking up the majority of their storage space?