

Sun Infrastructure Solution for Enterprise Consolidation

Reducing costs, increasing service levels, and improving manageability.



Key Highlights

Consolidation Drivers

- Tight budgets
- Under-utilized assets
- Server and storage sprawl
- Growing complexity
- Unpredictable data growth
- Insufficient availability

Benefits

- Reduced costs
- Increased service levels
- Improved manageability

Sun Enterprise Consolidation Solution Components

- Lifecycle Services including assessment, consulting, education, and support
- Proven methodology
- Published Sun BluePrints™ book
- Reference implementations
- Flexible financing options

“We have been able to consolidate servers, thus lowering costs and easing system management. And we came in under budget and on time, a credit to Sun’s expert support services teams.”

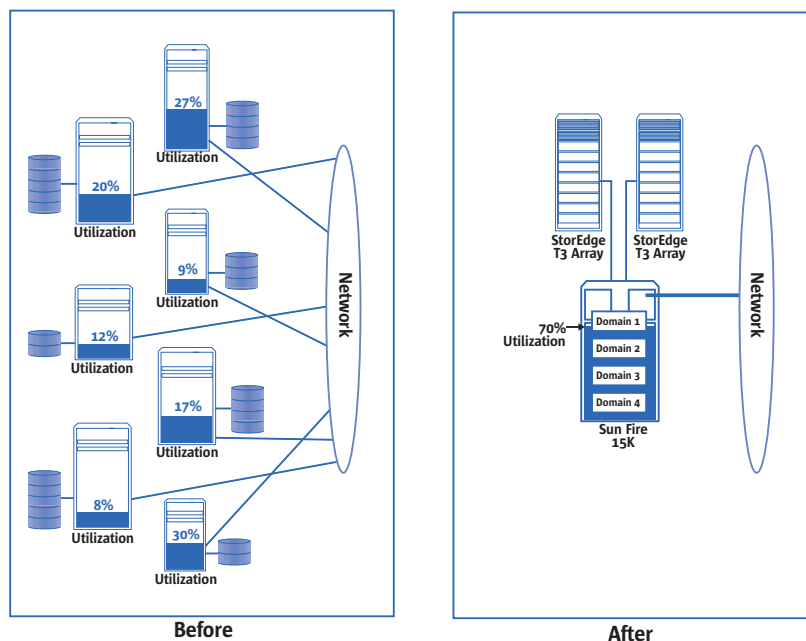
— Steve Martin, Head of IT Services Delivery, Virgin Mobile

So Many Systems. So Little Time. So Little Budget.

IT managers today are faced with the seemingly incompatible goals of reducing costs while trying to deploy new services and manage data growth. With tighter budgets, the need to do more with less is driving a requirement to cut expenses in hardware, software licensing, IT – management, and real estate.

At the same time, the proliferation of small to mid-size distributed servers to support new applications is contributing to server sprawl and increasing management costs. These servers, usually fixed-purpose and configured for peak load, drain valuable resources when under-utilized. Conversely, when over-taxed, performance declines or fails, making it difficult to deliver predictable service levels efficiently. In addition, the distributed direct attached storage on these systems makes it nearly impossible to manage the ever-increasing demand for data capacity.

Reference Implementation



Sun Infrastructure Solutions: Simple Solutions for Complex Problems

Consolidation helps make more efficient use of resources, increasing system utilization, thus lowering Total Cost of Ownership (TCO) and improving profitability.

Supporting many different systems often means managing multiple operating systems. Add to this the possibility of multiple, disparate storage systems, applications, desktop systems, and the IT environment can transform from highly sophisticated to unbearably complex. IT managers need a strategy to reduce costs, optimize resources, and maintain flexibility to adapt to changing business demands.

The Sun Infrastructure Solution for Enterprise Consolidation offers one of the most effective solutions to attain this goal. The Sun Infrastructure Solution for Enterprise Consolidation offers a proven methodology as well as products, technologies, and services to help customers consolidate to a common architecture of fewer, more powerful, and better-utilized systems. This solution can help create an environment that is less costly, less complex, and easier to manage.

Reduced Costs

Consolidation helps make more efficient use of resources, increasing system utilization, thus lowering Total Cost of Ownership (TCO) and improving profitability. Having fewer assets to manage frees up expert staff to work on more strategic business objectives, frees valuable real estate, and can reduce the number of software licenses needed.

Increased Service Levels

Consolidation can help provide higher service levels to customers. Consolidated servers and storage can be configured more reliably. System resources can be dynamically reallocated between applications on-the-fly. Services can scale seamlessly to meet customers' growing demand. In addition, consolidation can simplify business continuity plans and better enable disaster recovery, helping to ensure that systems are up and running, reducing interruptions to mission-critical applications.

Improved Manageability

A consistent architecture simplifies management and maintenance. Having a standardized infrastructure simplifies staff and end-user training, and enables implementation of management best practices.

Open Architecture Coupled with Highly Reliable, Available, and Secure Technologies

Sun's dedication to innovation has enabled us to deliver an optimal platform for consolidation. Sun systems offer an open architecture of servers, storage, and software technologies providing a flexible, scalable, and highly available infrastructure. Hardware and software integration (SPARC®, Solaris™ Operating Environment (Solaris OE), Sun Fire™ servers, Sun StorEdge™ systems, and Sun™ Open Net Environment (Sun ONE) is designed into Sun's solutions, providing reliability and performance while reducing complexity.

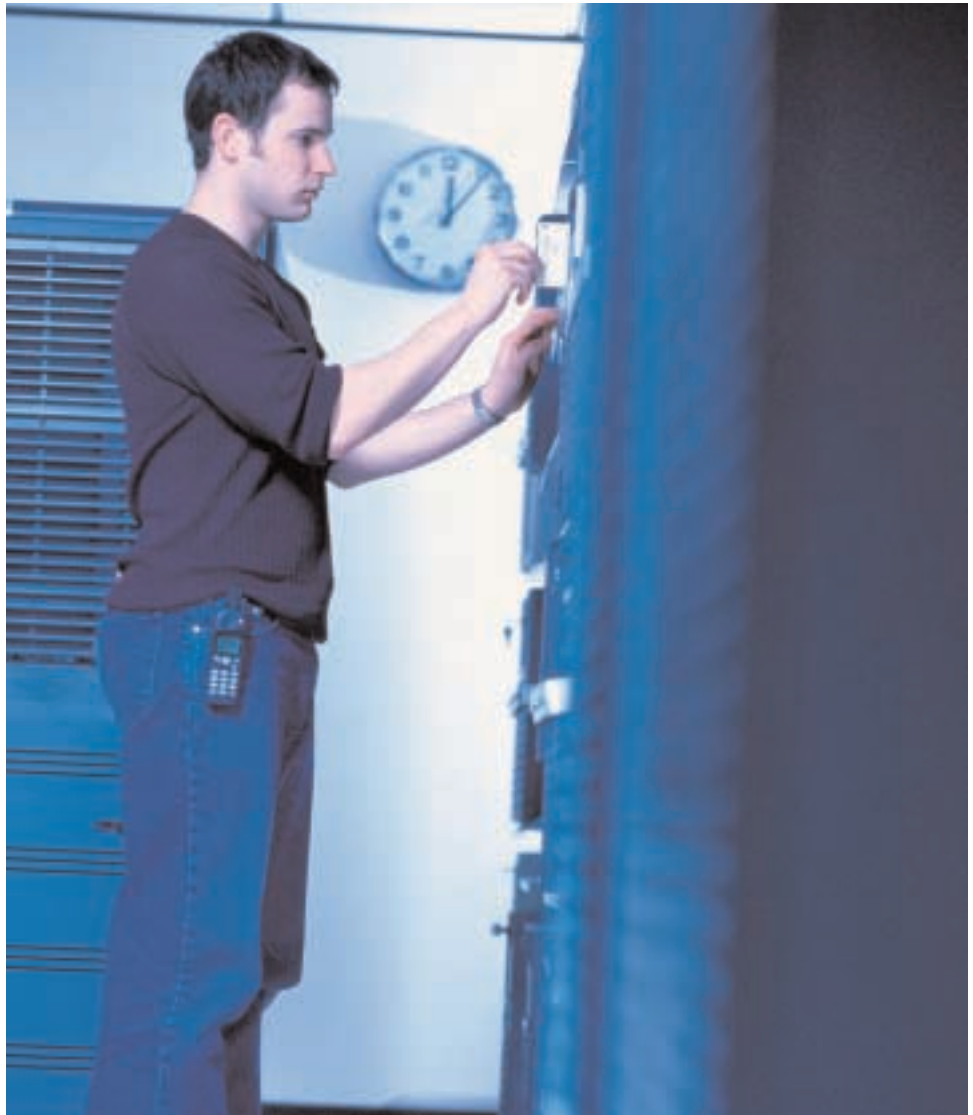
Sun Infrastructure Services

Sun Infrastructure Services, teaming with partners, provides a continuum of expertise, technology, and global coverage to assess your needs, then implement and manage Sun Infrastructure Solution Sets so you can realize the full value of your IT investments.

For each solution, Sun can provide specific consulting, training and preemptive support, providing the service offerings which exactly fit your needs. Sun Services can get your solution up and running quickly and efficiently and provide the backend support and management capabilities to maximize service levels while minimizing operating costs.

- Enterprise Consolidation justification review, assessment and roadmap services.
- Dedicated Enterprise Consolidation consultants
- Education consulting services to help you plan, deploy, and manage learning solutions
- Enterprise Consolidation learning paths, programs, and certifications
- SunSpectrum™ and Sun Software Support Services to help you get the most out of your solution investment and proactively prevent problems before they happen
- Sun™ Vendor Integration Program (SunVIP™) cooperative support program to help you identify the source of a technical problem in your computing environment
- Network-enabled services allow self-management of your Sun systems via Web tools –at no cost

Contact your Sun representative to arrange for an assessment to see how the Sun Infrastructure Solution for Enterprise Consolidation can best meet your business needs.



Achieving Your Quality Goals with SunTone™

SunTone's best practices, policies and procedures for deploying and managing high quality infrastructure solutions can help you improve availability, streamline operations and reduce costs. SunTone™ certify your service delivery to validate the quality against demanding SLAs. www.sun.com/suntone

Partnering for Success: Sun iForce™ Partners

The Sun Infrastructure Solution for Enterprise Consolidation can be extended through the addition of components, applications and services from Sun's market-leading, best-of-breed iForce partners. Together with our iForce™ partners, Sun has the specialist expertise and proven experience to satisfy complex and demanding enterprise consolidation requirements.

Sun iForce Ready Centers

At the global network of the iForce Ready Centers, customers can try out new concepts before buying any products, enabling them to find out what works right away – in a risk free environment. IT staff can leverage the combined expertise of Sun engineers and consultants, world-class system integrators, and top-caliber product vendors – all in one place, all sharing ideas and knowledge, all focused on helping minimize the business and technical risks, costs, and implementation time frames of business solutions like Enterprise Consolidation. With Sun iForce Centers, customers have the ability to get it right the first time.

Sun Infrastructure Solutions: Simple Solutions for Complex Problems

It takes a systems company to solve complex systems problems. As a systems vendor, Sun can deliver simple and efficient end-to-end solutions that match application delivery needs from the workgroup to the data center. Sun Infrastructure Solutions are the essential system solution elements of the enterprise and network. Engineered to eliminate the risk of deployment, these solutions represent deployed solutions that have been architected, implemented and managed – using the SunTone design methodology – in Sun iForce centers and customer environments around the world. Each solution includes a reference architecture, best-practice methodologies, sizing guides, Sun lifecycle services and support, a list of qualified iForce partners, and financing and technology refresh services.

Get Started Today

For more information about Sun's portfolio of Infrastructure solutions, visit sun.com/infrastructure-solutions and get started today with a Sun Infrastructure Service assessment.

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