

Sun's Virtualization Consulting Services

The expertise you need to build a virtual environment that saves energy, space, and money.



High energy and real estate costs, rapid growth, and inefficient or aging infrastructures create universal challenges in today's datacenters. To maintain strict service-level agreements in an increasingly complex IT environment, you need the right technology, services, and experts to simplify your infrastructure and get more out of your compute resources—you need Sun.

See significant business results, right now

Sun takes a comprehensive approach to virtualization that spans the datacenter, helping customers like you get the most out of your IT assets. With more than 25 years of technology innovation and services expertise, our engineers and consultants continue to develop new technologies, unique tools, and methodologies that help our customers reduce cost and complexity by enabling compute resources to be centrally managed as a single, flexible, virtualized infrastructure.

Our service experts can help you plan, design, and deploy a virtualized environment that helps you achieve significant savings on power and cooling, improve service availability levels up to 99.99 percent, increase utilization by as much as 80 percent, and facilitate rapid provisioning to maximize the return on your IT investments.

In addition to our own technologies and best practices, we also leverage industry-recognized platforms and our extensive partner network to meet your specific business needs. Our consultants have the expertise in virtualization technology and IT infrastructure, and with our partners can tackle the challenges you face today by helping you make the right technology and infrastructure decisions.

Sun's portfolio of virtualization services can help you generate business value through IT. Our experts adhere to best practices that help lower your risk when adopting new technologies and maximize system uptime and service levels to help protect your brand and improve customer satisfaction. An agile, optimized infrastructure has the potential to significantly

reduce your overhead—both from a management perspective and from a resource utilization standpoint—so you can grow your business, not your costs.

Services include:

SunSM Virtualization Architecture service

The SunSM Virtualization Architecture service is designed to clearly define the architecture and configuration plan for your server virtualization project. Sun consultants analyze the results of existing architecture and operations assessments as a basis for defining a new architecture for your systems, network, applications, and data.

Using unique tools developed by Sun experts, we group like applications based on traits, customer-defined requirements, and virtualization technologies. This critical step in the architecture design allows you to quickly commission and decommission applications, as well as easily bring in new environments.

With higher asset utilization comes cost savings, and we can estimate those potential savings for you by analyzing total cost of ownership (TCO) based on your targeted virtualization project. This financial model defines both the costs and your potential long-term savings and provides a detailed TCO estimate.

Upon completion of the service, you receive a virtualization roadmap that itemizes and prioritizes specific steps your business can take to build a fundamentally sound, standards-based framework for your IT organization. Sun consultants consider and document multiple aspects in a deployment

Highlights

- Plan, design, and deploy a virtualized server environment that takes advantage of Sun's proven technologies, tools, and methodologies
- Curb datacenter sprawl by rapidly deploying an eco responsible infrastructure that helps reduce power and cooling costs by as much as 60 percent and space savings by as much as 57 percent
- Realize the business benefits of virtualized architectures that enhance operational flexibility and responsiveness
- Get the most from your existing resources while developing a roadmap for future growth and the steps to get there
- Improve staff productivity and job satisfaction as a result of streamlined management

Sun helps keep datacenters cool, efficient, and reliable for fast-growing Nevada utility

The Las Vegas Valley Water District is a not-for-profit agency that provides water to Las Vegas and nearby communities. Sun implemented a consolidation solution using Solaris™ Containers to set up virtual servers to improve hardware utilization, performance, and operational efficiency, helping the district achieve the following results:

- *30 percent reduction in power and cooling requirements*
- *40-50 percent improvement in server performance and TCO*
- *Can run multiple applications and database copies on a single server*
- *Improved business performance through enhanced data replication capabilities and better storage utilization and management*

“Sun gives us high reliability in systems, high availability for our own customers, expert consulting and support, and a completely engineered solution based on strong partnerships with our other vendors.”

Greg Hearn

Senior Systems Administrator
Las Vegas Valley Water District

plan, including transition and change management, and the impact on existing staffing levels and overall operations—all to help minimize the chances for surprises down the road.

Sun Virtualization Implementation service

You can rely on Sun and our partners as virtualization experts who go beyond basic implementation services. We can help you reduce risk for first-time implementations, avoiding disruptions to your business that could cost you time and money.

Sun consultants perform integration testing of the new infrastructure and leverage a defined cut-over process for production to help get you up and running quickly and smoothly. We work with your business and IT teams to efficiently deploy your new virtualized architecture. And to help ensure that your staff is proficient with the virtualization technologies and processes needed to build and support your ongoing IT business strategies as defined in the roadmap, our consultants document new management processes, transfer knowledge to your staff, and recommend a variety of managed services offerings.

If you need to quickly overcome the limitations of your IT infrastructure, the Sun Customer Ready program can help you by speeding time to deployment by up to 80 percent. We offer factory integration, testing, and configuration of Sun and third-party hardware and software systems that can be customized onsite. Or you can opt for Sun Datacenter Express Services, an end-to-end offering that provides design, rapid deployment, and management of your IT infrastructure. Sun builds systems to meet your specifications, and also provides the right level of service to meet the demands of your unique requirements.

Learn More.

For more information on Sun's virtualization and consolidation offerings, contact your local Sun sales representative or visit sun.com/service/virtualization/.

Take the next step

The Sun Virtualization Workshop is a collaborative session that enables you to make a business decision early on whether to move forward with Sun technology and services. Sun consultants work with you to assess your current business needs, translate them into technology requirements, and determine actionable next steps that align with your business goals. When we're done, you receive a business justification and a high-level TCO analysis, so you can estimate the long-term savings of implementing Sun's virtualization solutions in your datacenter.

Sun is focused on one thing, and that's helping you get the most out of your IT infrastructure. Our portfolio of lifecycle services leverages proven virtualization and consolidation methodologies and helps optimize your IT infrastructure by improving system utilization, reducing power and cooling costs, and simplifying datacenter manageability.