



REACH HEIGHTS
**YOU'VE ONLY
IMAGINED**



Let Sun Guide the Way with
Sun's Cloud Consulting Services.

Sun has the expertise that your company needs to properly align IT and financial objectives to create a long term strategy that fits the goals of your business.

Cloud computing represents an incredible business opportunity. However, it also means a significant makeover of your current datacenter, operations, IT infrastructure, and programming models. Through business expansion, contraction, spinoffs, and acquisitions, your IT environment has become increasingly complex. This complexity drives up cost and lowers productivity, seriously impacting business competitiveness.

As a result, many companies are working with Sun to plan or initiate datacenter efficiency, consolidation, and/or virtualization strategies. The next step is to address the root of the initial problem by establishing a more flexible, elastic, and responsive datacenter and IT infrastructure — the move to cloud computing.

Get in the Driver's Seat

If you want to meet your datacenter and IT infrastructure challenges by leveraging the benefits of cloud computing, Sun is the best place to start. With more than 25 years of hands-on experience in network computing and datacenter innovation, Sun understands how to assess your needs, from both a business and technological perspective. Sun offers an array of services through its Datacenter Efficiency Practice that will help you assess, optimize, and consolidate your global datacenter facilities and virtualize your IT infrastructure. You'll then be able to make the move to a realistic and high ROI cloud computing environment that can meet your requirements for today, tomorrow, and beyond.

Navigate the Cloud Hype

- Evaluate the different cloud models
- Learn the best way to test/prototype cloud within your organization
- Assess the risks of moving data and applications outside of your organization

CLOUD STRATEGIC PLANNING SERVICE

Sun works with your key business, facilities, and IT stakeholders to understand requirements and identify opportunities to leverage cloud computing to gain a

competitive edge, improve service levels, lower cost, increase revenue, preserve capital, and decrease risk. Sun helps you identify, evaluate, and plan realistic cloud options — public or private.

Sun's Cloud Strategic Planning Service helps you:

- Build a realistic cloud strategy for your business. We start by understanding your business needs and challenges before we discuss technology or solutions.
- Develop a plan that gives you all of the information required to complete an internal business plan to quickly and cost-effectively implement a cloud strategy.
 - > Risk vs. reward analyses
 - > Business readiness analyses (gap analyses) and recommendations
 - > 24 month cloud roadmap that aligns with your overall datacenter and IT strategies
 - > Financial analyses (ROI)
 - > A set of plans, architectures, and cost estimates as required for budgeting and planning purposes

DESIGN, ARCHITECTURE, AND IMPLEMENTATION SERVICES

Sun leverages its best practices methodology, SunScope, complemented by AIM delivery practices, to work with your key business and IT stakeholders to design, plan, and implement the most cost-effective, safe, and responsive cloud environment for your business. Sun has the expertise, tools, and methodologies to help you leverage cloud computing to lower cost, increase revenue, preserve capital, and decrease risk.

Sun's Design, Architecture, and Implementation Services help you:

- Meet budget and schedule objectives with rapid execution based on streamlined implementation processes
- Save time and money by implementing your system correctly the first time
- Expedite time to market, enabling rapid scaling and the ability to adjust compute infrastructure to meet changing business demands

DATACENTER DESIGN CONSULTING SERVICE

Utilizing some of the most advanced methodologies and technologies available today, Sun can help you design a datacenter that consolidates or expands your computing capacity, while increasing overall efficiency and reducing IT costs.

A modular approach to design

To speed the process of building new, efficient, up-to date environments that allow manageable growth, we developed a datacenter design strategy based on modular compute building blocks. This innovative, yet simple technique makes it easy to manage both IT and space requirements — helping your datacenter achieve greater levels of organizational agility.

Sun's Datacenter Design Consulting Service helps you:

- Expedite deployment. To help avoid unforeseen deployment issues, we build and optimize our designs (including third party IT equipment) in our production datacenters before recommending them to customers.
- Align business and IT goals. We incorporate IT policies and operational strategies into the physical design of your datacenter.
- Choose the right strategy. We take an unbiased approach to selecting the best infrastructure for your datacenter.
- Measure the benefits. We develop a comprehensive operating model that helps:
 - > Reduce risk
 - > Pinpoint cost
 - > Provide ongoing management and metrics

MANAGED SERVICES

Sun tailors our managed services to meet your requirements and agreed-upon goals up front. Our solutions can support your business during transformational periods and/or provide steady operations management for servers, networks, storage devices, security components, and more. If your business direction changes, Sun can quickly adapt to your business needs.

OPEN STORAGE SERVICES

As a leader in open storage solutions, Sun's Open Storage services offer flexible options for capitalizing on existing and new technology in all phases of datacenter transformation or software development lifecycle. Sun has architectural expertise to navigate the planning phases and can deploy the design with implementation and migration services while providing options for support on both Sun and non-Sun hardware.

VIRTUALIZATION EXPERTISE

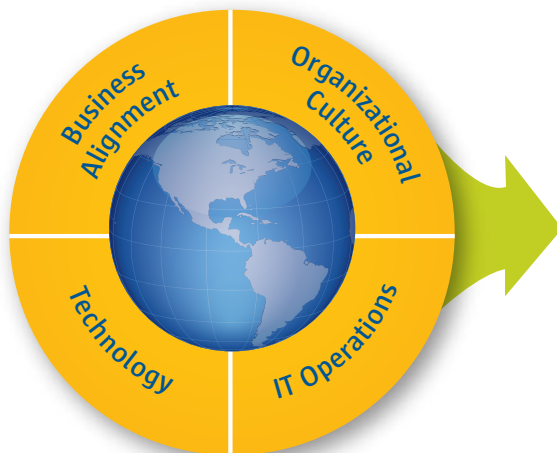
Moving beyond a modernization of the physical datacenter, we can help you virtualize system, storage, and network resources to reduce the number of systems you need to manage, while increasing asset utilization. And if you're ready, we can even help you modernize your applications by implementing innovative software — from the desktop to the datacenter.

Learn More

To get more information about Sun's Cloud Consulting Services, visit: sun.com/service/cloud
Or contact your Sun representative today.

Sun Cloud Consulting Services

Expert Services for a Secure and Open Cloud Computing Solution



- Readiness Analysis
- Opportunities Assessment
- Cloud 2 Year Roadmap
- Supporting Plan and Estimates
- Financial Attributes
- Migration & Implementation

Sun starts by understanding your business needs and challenges. Then, Sun gives you all of the information required to complete an internal business plan to quickly and cost-effectively implement a cloud strategy.

For more information, go to
sun.com/service/cloud

