Delivering True IT Consolidation

Server Consolidation Facts:

- According to Gartner Inc., 94% of IT departments are either considering server consolidation or are currently consolidating.
- Servers in most companies typically run at less than 15-20% of their capacity, which may not be a sustainable ratio in the current economic environment.
- In a Gartner Group research study, 6% had conducted a server consolidation project, 61% were currently conducting one, and 28% were planning to do so in the immediate future.

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Business Needs

- Reduce costs by allowing you to do more with fewer servers
- Improve server manageability and availability
- Optimize manpower resources
- Standardize on Microsoft software platforms
- Improve service levels (SLA's) and operational efficiency
- Reduce the cost and complexity of Disaster Recovery solutions
- Reduce the cost and increase labor productivity in server capital expenditure
- Improve net utilization of server systems by more than 50%
- Reduce hardware maintenance and support contract costs
- Reduce power, cooling and space requirements

Technical Needs

- Every day, it seems, you're being asked to "do more with less" in your IT environment.
- Reduce the time it takes to provision new servers by up to 70%
- Perform live migrations with zero downtime, while undetectable to the end-user.
- Continuously and automatically optimize virtual machines within resource pools
- Perform hardware maintenance without scheduling downtime or disrupting business operations.
- Easily plan and deploy new server resource capacity
- Enable system administrators to monitor and effectively manage more IT infrastructure.
- Protect applications with no other failover options and make high availability possible for software applications that might otherwise be left unprotected.
- Protect applications from OS related failures by automatically restarting virtual machines when failure is detected.
- Establish a consistent first line of defense for your entire IT infrastructure.

Virtual Disaster Recovery Replication using WAN Optimization Appliance is 100X FASTER!

How do we know if a WAN optimization appliance & virtual server consolidation is right for our company?

- Are you challenged with reducing your operational costs?
- Are you suffering from a proliferation of servers?
- Do you need to make more efficient use of your existing IT resources?
- Have you recently undergone a merger or acquisition?
- Do you want to reduce system management complexity, overhead?
- Do you need to improve systems availability and security?
- Are you planning an upgrade to Microsoft® Windows® or Exchange ?
- Are you considering storage consolidation?

If you answered "yes" to one or more of the above questions, WAN optimization appliance or virtual server consolidation may be suited for you.

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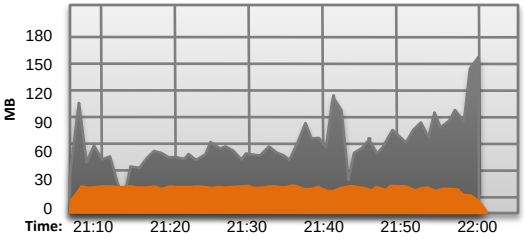
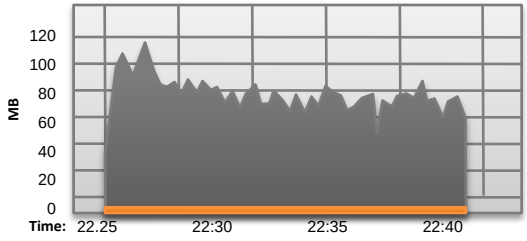
First "Cold" Pass Replication of a 3.9GB Virtualized VMDK file. Even the first pass was 2.9x faster.



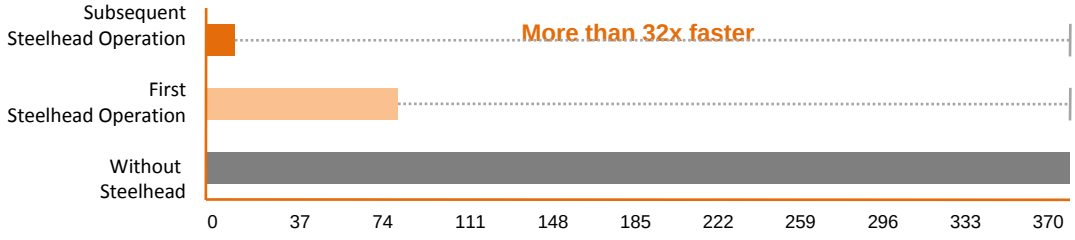
Data		
WAN Data		1.3GB
LAN Data		3.9GB
Total Data Reduction % Over Customer Interval		66%
Peak Data Reduction % Over Customer Interval		66%
Peak Data Reduction Occurred At	2008/02/18	22:00:59
Capacity Increase		**2.9X**

Second "Warm" Pass Replication of a 3.9GB Virtualized VMDK file. The second pass was 100x faster.



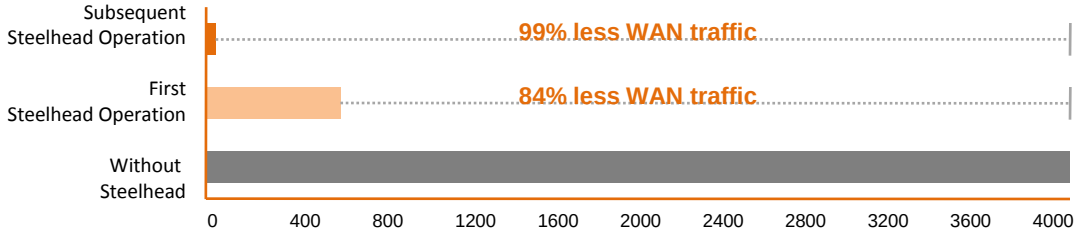
Data		
WAN Data		40.4 MB
LAN Data		3.9 GB
Total Data Reduction % Over Customer Interval		99%
Peak Data Reduction % Over Customer Interval		100%
Peak Data Reduction Occurred At	2008/02/18	22:43:23
Capacity Increase		**100.1X**

Time improvement for downloading of a 4000MB Virtual image across a T1 line with 100m sec latency- Time to complete (in seconds)



* These results are based on the testing scenario presented in this paper. Your results may very based on the conditions of your own network and the specifics of your own use cases.

Bandwidth reduction for downloading of a 4000MB Virtual image across a T1 line with 100msec latency (in megabytes)



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