



Fast Track to Virtualization

Virtualization is a proven IT technique that pools and shares resources to reduce costs and optimize utilization, even under changing demands. But how do you cut through the hype to understand the potential for server virtualization? What is the potential ROI, and how do you design the right solution for your specific needs? Find out with the Fast Track to Virtualization service from Novell Consulting®.

Virtualization Is the Real Deal

Forward-looking enterprises are choosing server virtualization as a way to maximize hardware utilization, eliminate server sprawl and dynamically respond to rapidly changing resource and application needs. Virtualization can dramatically reduce purchase, provisioning and maintenance costs by consolidating business applications and services to run on a limited number of highly scalable and reliable enterprise-class servers.

Server virtualization also supports rapid software testing and deployment from a “sandbox” within the same environment as the production workload. And virtualization allows you to freely migrate virtual machines (VMs) as needed to make the most efficient use of compute resources, even as your requirements change from day to day. Furthermore, new technologies, such as the open source Xen* hypervisor, are making virtualization an easier choice than ever before.

Getting on the Fast Track

But with all the virtualization options and usage scenarios available, where do you start? Novell Consulting has the answer: **Fast Track to Virtualization**. In just two weeks, our Fast Track to Virtualization service helps you cut through the hype, identify the virtualization scenarios best suited to your business and requirements, and evaluate virtualization offerings from a number of leading vendors. We'll even build a proof-of-concept demonstration that shows virtualization at work in your environment.

Fast Track to Virtualization focuses on virtual machines and application virtualization.

Choose the Virtualization Scenario That's Right for You

The Fast Track to Virtualization service is available for two primary environments: Xen hypervisor-based virtualization in SUSE® Linux Enterprise Server 10 and

■ Solutions:

Novell Global Services

■ Products:

Fast Track to Virtualization

Today's virtualization technologies are perfect for:

- Efficient OS and application provisioning and portability
- Server consolidation and load balancing
- Failover with minimal service interruption



Accelerate your company's time-to-benefit, while getting a head start on your long-term virtualization roadmap.

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VMware*. Our consulting team will work with you to identify and explore the use cases best suited to your current needs, including these possible scenarios:

- **Server consolidation**, *reducing server sprawl and balancing peak computing loads across available hardware resources.*
- **Business continuity**, *providing failover for applications and hardware by moving a virtual machine from one box to another with no noticeable service disruption.*
- **Deployment and migration**, *using virtualized operating environments to shorten provisioning times while shielding your production systems from potential conflicts. You can use virtualization to more easily move applications and server workloads between machines, operating systems, or physical and virtual environments.*

A Closer Look at the Fast Track Process

Our Novell Consulting team works with you at your location, completing a five-phase process that takes you all the way from an assessment of your current environment and business needs to a fully operational proof-of-concept implementation on a lab environment.

Phase 1: Requirements Assessment—We assess your current environment and identify virtualization opportunities, then work with you to identify the best scenario for your virtualization project. We identify best-fit virtualization technologies and vendors, and begin formulating a business case and roadmap for achieving your goals.

Phase 2: Define the Virtualization

Project—We plan the lab that will be used for the proof-of-concept demo. We also plan the education and knowledge transfer that will be required, given your IT staff's current skill sets. We show you several vendor options, fill in details of the project roadmap and finalize the business case.

Phase 3: Set Up the Proof-of-Concept

Environment—Novell® supplies all the lab equipment needed for the virtualization proof of concept. We ship it to your site, set it up in an area of your choice, and customize it as needed to your individual requirements.

Phase 4: Lab Implementation and

Testing—We train your IT staff within the lab environment and work with you to create a test plan for the basic virtualization components and the selected management software. Then, you can test the system as desired. Porting applications, consolidating servers, measuring performance and more—you get to experiment with whatever virtualization tasks you need to verify the solution.

Phase 5: Project Finalization—Our project wrap-up documents recommendations, risks, estimated costs and timeframes—including how virtualization fits in your short- and long-term roadmaps.

Talk to Your Novell Sales Representative

Ready to take virtualization from theoretical to practical? Give your Novell sales representative a call to discuss the Fast Track to Virtualization service, and put your company on track for greater IT savings.



Contact your local Novell Solutions Provider, or call Novell at:

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