



Virtualization and Workload Management Solutions from Novell

Thousands of organizations around the world are using virtualization and cloud computing to reduce IT costs while increasing the efficiency, utilization and flexibility of their existing data centers. Yet, it's harder to realize the promises of virtualization and cloud computing than most organizations expect. Virtualization and Workload Management solutions from Novell can help.

Confront Data Center Challenges Today

If deployed incorrectly, virtualization and cloud computing solutions can wreak havoc on a business. Whether your organization is just starting out with virtualization, or already has a mature virtual infrastructure and is looking to the cloud, Novell has the products, experience and best practice knowledge to help you succeed. Novell is uniquely positioned to help businesses realize the promise of virtualization, cloud computing and an agile data center by providing a vendor-agnostic management approach.

Cloud computing and virtualization are probably the hottest topics in today's data centers and are at the top of many organizations' IT agendas. Thousands of organizations around the world are using virtualization to reduce IT costs while increasing the efficiency, utilization and flexibility of their existing data centers. Virtualization can

dramatically reduce purchase, provisioning and maintenance costs by consolidating business applications and services on a limited number of highly scalable and reliable enterprise-class servers. However, virtualization goes beyond simple server consolidation. As knowledge about virtualization grows, the value proposition of virtualization shifts toward new capabilities like cloud computing, self-service, standardization, rapid deployment and disaster recovery. There is a tremendous opportunity to leverage the value of cloud computing and virtualization.

Unlike other vendors in the market, Novell provides a complete infrastructure management suite for virtualization, cloud computing and workload management from one source.

Private Cloud

The rapid adoption of virtualization has allowed organizations to vastly improve how they optimize their data centers by freeing

Solutions:

Virtualization and Workload Management

Products:

Novell Cloud Manager
PlateSpin Recon
PlateSpin Migrate
PlateSpin Protect



“Novell Cloud Manager allows us to simplify and automate many of our business processes, accelerate IT service delivery as well as provide visibility and cost transparency to the business. Strategically, this will provide us with a competitive edge.”

Ryan Klose

Chief Information Officer
Premium Wine Brands for Pernod Ricard



Novell provides comprehensive and heterogeneous solutions so you can manage physical, virtual and cloud infrastructures simply and more efficiently—with a single vendor.

workloads from specific hardware. With the newfound flexibility to shift workloads from one physical system to another, organizations are now looking at cloud computing as a way to reduce infrastructure costs, simplify management, and make IT more agile and responsive to the business. Public cloud providers make good economic sense, but how can you take advantage of their capabilities while maintaining the security, compliance and control that you have over your own data center? Private cloud computing is the answer.

The private cloud allows you to build the policies, controls and capabilities to handle workload mobility (a key to cloud computing) within the safety of your own data center, before you are faced with the inevitable need to ship critical enterprise workloads outside your own firewall. Novell is uniquely positioned to help you in this journey, with integrated solutions for cloud management, identity management, compliance management, security management and workload management.

Server and Data Center Consolidation

Regardless of the size of your enterprise, you want to get the most value from your IT investments and improve efficiency at a lower total cost of ownership.

With integrated solutions from Novell, you can virtualize Linux* and Windows* servers, and consolidate them on fewer enterprise-class systems, with the broadest hardware and operating system support in the industry. Virtualization and server consolidation gives

IT organizations the flexibility to reconfigure applications and systems to increase server utilization without affecting performance.

Our core strength in virtualization is our ability to assess, plan and move physical workloads into virtual machines and test those virtual machines with minimal downtime and risk of failure. Virtualization and Workload Management solutions from Novell can help you:

- *Perform an assessment*
- *Create an optimized consolidation plan*
- *Perform a live workload migration*
- *Test a target server while the source is running*
- *Synchronize the source and target server*

Disaster Recovery

In today's on-demand environment, downtime is costly. Business suffers when server workloads are not consistently available. And the damage due to downtime can also extend beyond financial issues into key areas such as customer loyalty and market competitiveness. To avoid this, your data center must recover quickly from all downtime, whether planned or unplanned. Employing virtualization solutions for business continuity lets you get more out of your virtualization investment. With the right management tools, there is a tremendous opportunity for agility and efficiency.

Infrastructure Assessment and Discovery

Data center infrastructures are getting more complex by the day, and IT organizations must often support physical and virtual infrastructures side by side. Achieving a holistic view of the infrastructure including both physical and virtual servers—as well as other storage and network hardware—is critical to optimizing the data center and successfully realizing the expected ROI for virtualization and consolidation products.

Automated Heterogeneous Management

If you're like most of our customers, you want the ability to leverage your entire data center infrastructure. Virtualization allows you to manage your heterogeneous data center resources in alignment with IT business requirements. You can optimize the balance between physical and virtual infrastructures through ongoing workload monitoring and the automatic consolidation, deconsolidation and free movement of server workloads throughout the network.

Integrated management tools from Novell allow you to manage and provision all of your computing resources—both physical and virtual. The objective is to create an agile, policy-based environment that automates and orchestrates the management of identities, systems, storage and virtual machines. Using Virtualization and Workload Management solutions, you can automatically manage multiple platforms—whether they are physical or virtual.

Virtualization and Workload Management Products from Novell

With Virtualization and Workload Management solutions from Novell, you can solve your toughest data center problems. Our solution includes the following products.

Novell® Cloud Manager

With Novell Cloud Manager, and our integrated suite of heterogeneous workload management tools, you can build a private cloud while leveraging the infrastructure you already have—and you can do it in weeks, not years. Our core strength is taking advantage of the infrastructure software you already rely on, and not forcing you to take a rip-and-replace approach to building an integrated data center management process. No matter what virtual infrastructure you are

using today—VMware* vSphere*, Microsoft* Hyper-V* or open source Xen*—Novell has you covered. Now you can build a private cloud across all three virtualization technologies, seamlessly.

With Novell Cloud Manager, you can:

- *Create a private cloud using your existing infrastructure in a matter of days*
- *Manage multiple data centers and multiple virtual infrastructures from a single-pane-of-glass view*
- *Bring your infrastructure, application and business teams together in a single, easy-to-use web portal*

PlateSpin® Recon

Successful data center initiatives such as server consolidation and disaster recovery require upfront planning, analysis and ongoing monitoring to ensure a maximum return on investment. PlateSpin Recon monitors, analyzes and determines the optimal fit between server resource supply and workload demand. PlateSpin Recon ensures that the right server infrastructure has been matched to the right application workload to maximize performance, while minimizing hardware cost.

There are many reasons to use PlateSpin Recon. It allows you to:

- *Accelerate server consolidation projects*
- *Improve the speed and quality of data center initiatives*
- *Better manage your virtual infrastructure*
- *Get enterprise-level scalability and multiplatform support*

PlateSpin Migrate

PlateSpin Migrate is a powerful enterprise-ready workload mobility solution that optimizes the data center by streaming server workloads over the network between physical

Virtualization and Workload Management Solutions from Novell

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World-class Services from Novell and Our Partners

With world-class consulting, training and support services from Novell and our partners, you will see fast, impressive and long-term returns from our Virtualization and Workload Management solutions. Take full advantage of virtualization and minimize your risk by choosing the complete solution backed by the industry's expert providers.

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servers, virtual hosts and image archives. PlateSpin Migrate remotely decouples workloads from the underlying server hardware and streams them to and from any physical or virtual host with a simple drag and drop.

The top three reasons to purchase PlateSpin Migrate are its:

- *Broad multi-platform support*
- *Enterprise-ready workload migration*
- *Live testing and server sync*

PlateSpin Protect

PlateSpin Protect empowers enterprises to protect whole server workloads and rapidly recover them using virtualization. Recovery workloads created as virtual machines offer one-click failover and extremely fast recovery times. Incremental replication provides multiple restore points, and post disaster, workloads can easily be restored back to any physical server or virtual host.

There are many reasons to use PlateSpin Protect. It allows you to:

- *Reduce the cost of disaster recovery by leveraging virtualization*
- *Improve recovery time objectives with warm standby virtual machine backups*

- *Protect physical, virtual, Windows and Linux workloads with one solution*

PlateSpin Protect is also available as an easily deployed, self-contained appliance called PlateSpin Forge®, removing the need to deploy your own virtual infrastructure.

Your Next-generation Data Center Is Waiting

As your organization delves further into virtualization, it's easy to fall into many of the same traps that exist in physical environments. Better capacity planning and modeling are necessary to avoid resource bottlenecks and virtual sprawl. Virtual servers require a new management approach that encompasses up-front planning, workload lifecycle analysis and continuous monitoring. If you want to increase the reliability and performance of server infrastructure, get more from existing IT investments and lower cost of ownership, now is the time to act. You can achieve these goals by modernizing your data center with proven Virtualization and Workload Management solutions from Novell. To learn more, visit: www.novell.com/virtualization



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

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