

Virtualisation in a box

Reduce your server running costs immediately

Overview

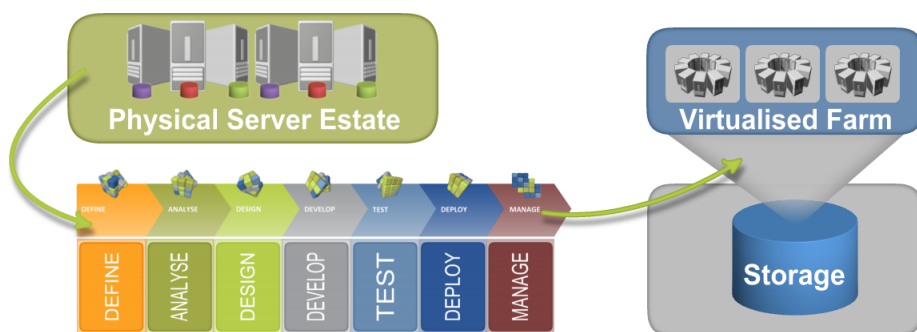
Intercept has established a reputation as one of the UK's leading providers of virtualisation and Cloud computing services, having already virtualised over 3,000 servers across a multitude of industry sectors.

With most of our engagements, we have found that our customers' existing servers often use less than 20% of their available processing power and around 25% of their available memory.

Intercept can consolidate existing physical servers down by ratios of between 9:1 and 20:1. As unbelievable as it sounds, if you have up to 15 servers we can consolidate this down to a minimum of two host servers¹ and a Storage Area Network (SAN)² with our entry level model.

Here's how we do it

Intercept has developed a unique seven phase approach to enterprise class virtualisation that has been tried and tested over a number of years. We have taken this established methodology and condensed it into a fast track, three stage deployment programme for small to medium sized businesses.



Intercept's seven phase approach to virtualisation

- Intercept has defined the ultimate entry level virtualisation package that is cost effective, resilient and scalable.
- Our consultants analyse your environment to make sure you will have the correct quantity of hosts and storage to meet your needs.
- Intercept has designed a resilient "out of the box" solution that is based on proven enterprise class architecture.
- This fast track virtualisation service has been developed using high performing, resilient components leaving no single point of failure.
- All installations are rigorously tested before and after any physical to virtual conversions take place.
- Intercept will deploy the new environment and work with your team to migrate your servers from physical to virtual.
- Managed support time is included to assist you with the ongoing operation of your new virtual environment.

Virtualisation in a box: A fully commissioned virtual server environment

Our entry level model, suitable for virtualising up to 15 physical servers³, consists of the following elements:

Servers

- 2 x HP DL380 G6, Dual Intel quad core CPU with 32GB RAM

Switches

- 2 x Cisco 24 port switches for iSCSI storage

Storage Area Network

- 1 x DELL / EqualLogic PS 4000E populated with SATA disks

Virtualisation Software

- VMware vSphere 4

Miscellaneous

- Interconnecting cables

Support and maintenance

- 3 year Intercept support
- 3 year hardware support
- 3 year software support

Professional Services:

- Rack the servers, storage and switches
- Build and configuration
- Documentation

Alternative equipment include:

- 2 x DELL PowerEdge R710, Dual Intel quad core CPU with 32GB RAM
- 1 x Hitachi SMS 100
- Microsoft Hyper-V

Additional options include:

- Virtual backup solution
- SAS storage
- Virtual DR
- Uninterruptable Power Supply (UPS)

Notes:

- 1 Intercept always deploys hosts on an N+1 basis.
- 2 Actual SAN size and specification will depend on current application types and disk I/O.
- 3 Dependent on server applications, physical storage requirements (capacity and I/O) and overall memory requirements—see overleaf.

Virtualisation in a box

How you could start saving money right now

Cost effectiveness

Intercept's virtualisation in a box service can save you money from the moment the first physical servers are virtualised. Running costs for even fairly modern servers can easily add up, for example:

For physical server environment	Annual costs
Power & cooling	£1000 per server ¹
Hardware maintenance per server with local storage (approx)	£450 per server
Total power & maintenance costs for 15 servers + storage	£21,750

For virtual server environment	Annual costs
Total power & maintenance costs for 2 virtual hosts and a SAN	£5,000
Warranty uplift = £506 per host, £1,156 per SAN	£2,168
Total power & maintenance costs for 2 servers + storage	£7,168

That's an approximate annual saving of **£14,582** in just two common areas of almost guaranteed expenditure.

Key benefits

In addition to substantial cost savings, running two or more operating systems and their associated applications as "virtual machines" on one single physical server can also significantly improve resource utilisation. In the last ten years, virtualisation has blossomed due to the efficiencies it offers companies of all sizes. It is becoming especially popular among small to medium businesses because it offers both cost savings and technical advantages.

As virtualisation simplifies your IT infrastructure, your IT staff can be more responsive. You can rapidly supply new capabilities to your organisation, which is vital in a fast-changing economy.

Some of virtualisation's technical advantages include:

- **Standardisation** - Virtualisation software runs on industry-standard AMD and Intel hosts, no matter what operating system you use.
- **Flexibility** - By consolidating legacy operating systems into a virtual machine, your IT team can continue to support older, mission-critical applications without the need to maintain separate older, far slower servers.
- **Efficiency** - Multiple virtual machines can be run on a single server, so you can optimise the utilisation of your hardware.
- **Mobility** - Each virtual machine is contained in its own software "compartment" meaning it can be moved, provisioned, copied, backed up and restored extremely easily, providing additional resilience.

Virtualise in three easy steps

1. Server information

We need to establish your current physical server and storage environment.

- Contact us and we will remotely install some software that will gather all the information we need.

This will provide us with the following information about each server you would like to be virtualised:

- Server name
- Server role (i.e. what applications does it serve)
- Each server's specification, including:
 - CPU type, speed and number of cores
 - Quantity of RAM
 - Disk size for each drive and include:
 - Overall capacity of each drive
 - Capacity in use on each drive

We will then recommend the virtualisation package that best suits your needs based on your current server's CPU, memory and storage utilisation.

2. Readiness check

At this stage, we need to be sure that you meet the virtualisation pre-requisites, such as having adequate rack space and power available.

3. And finally...

As soon as our quotation is accepted, we can schedule your virtualisation project for rapid deployment and you will start saving!

Notes

¹ Based on a Gartner report 'How to cut your data centre costs'

ABOUT US

As award winning specialists, Intercept focuses on helping companies of all sizes reap the rewards of virtualised IT and Cloud computing. From the desktop to the data centre, we will help you get the most out of your IT to reduce costs, improve your users experience and increase business agility.

ABOUT YOU

Contact us now to see how you can cut your IT costs and improve your productivity

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