

CA and VMware: Working Together to Maximize Business Value of Your IT Investments



Table of Contents

Executive Summary

| | |
|--|---|
| SECTION 1: CHALLENGE | 2 |
| Maximizing IT Business Value: How Can Vendors Help? | |

| | |
|--|---|
| SECTION 2: OPPORTUNITY | 2 |
| The VMware-CA Alliance: A Powerful Response to Difficult Challenges | |

| | |
|---|---|
| SECTION 3: BENEFITS | 5 |
| Lower Costs and Greater Flexibility from VMware; Mature and Proven Solutions from CA; Integrated and Supported by Both | |

| | |
|--|---|
| SECTION 4: CONCLUSIONS | 6 |
| Managing Virtualized IT Systems for Better Business Results | |

Overcoming Increased Complexity and Diversity with the VMware-CA Solution

Part of an Enterprise-wide Vision

Executive Summary

Challenge

Your organization's reliance on its IT infrastructure — from applications and services to underlying communications, processing and storage resources — is a business constant. But that infrastructure is continually evolving, as are the business needs and goals it supports. You need cost-effective and flexible solutions that deliver enhanced business continuity, disaster recovery and airtight security for both physical and virtual environments. Solutions that combine innovative technologies with clear and sustained business benefits and knowledgeable, enterprise-class support. And it's apparent that no one vendor can do it all.

Opportunity

VMware and CA have responded to your requirements by forging a solid partnership focused on your enterprise's needs. VMware and CA have collaborated to develop integrated solutions that enable your organization to effectively deploy, optimize, manage and secure physical and virtual systems across the enterprise. Most recently, the companies have jointly tested and validated VMware Infrastructure with CA Recovery Management and Dynamic & Virtual Systems Management. The combined solutions offer you comprehensive management, optimization and protection of physical and virtual servers, as well as the business-critical applications and information they host.

Benefits

The comprehensive range of infrastructure deployment and management offerings reflects the breadth and depth of the VMware-CA partnership. The powerful combination of technology and management functions brings you rapid-time-to-value solutions that optimize the utility of your assets and improve your ROI while minimizing your business and IT risks. In addition, the two companies have closely aligned sales and support channels to clarify product objectives and support services for our joint offerings. These efforts translate directly into solutions that enhance the value organizations like yours seek from initiatives such as infrastructure virtualization. To achieve a single coordinated view of your IT environment, the VMware-CA solution integrates seamlessly with CA's Enterprise IT Management (EITM) framework, which helps unify and simplify IT management across your entire enterprise.

Maximizing IT Business Value: How Can Vendors Help?

Multiple factors are buffeting your enterprise IT infrastructure and putting increasing pressure on those who manage them. Among these are ever-increasing competition, continuously evolving requirements for compliance with regulations and industry standards and the constant drumbeat of demand for greater security of IT resources and intellectual property (IP). In addition, increasing use of the Internet and the Web, and of technologies such as service-oriented architectures (SOAs) and software as a service (SaaS), make infrastructures more flexible and dynamic — and more challenging for you to manage.

Against this backdrop is a sobering reality:

- **Outage Impact** By some estimates, as many as 20 percent to 25 percent of businesses that experience a significant disaster or prolonged outage never recover, failing within two to five years of the incident. This places an increasingly high premium on business continuity (BC), disaster recovery (DR) and resiliency, joining high availability (HA) and security as demands on IT infrastructure management efforts.
- **IT Resource Utilization** Most server utilization falls into the 10 percent range, providing limited value for already stretched IT budgets. Rushing headlong into server consolidation initiatives often introduces management and security issues that further complicate your job.
- **Security** Ensuring data integrity is no longer limited to protecting your IT infrastructure against outside intruders. In today's regulatory environment, with the need to keep accurate records safe indefinitely, security also means ensuring the integrity of your valuable data against corruption from a variety of sources — from physical degradation to malicious attacks.

As an enterprise IT decision-maker, you understand that you cannot address these challenges with disparate, isolated and tactical technology-focused responses. Instead, you must craft and deploy business-driven, coherent, architectures and proactive strategies for addressing these and other challenges, in ways that reduce costs and risks while maximizing business value.

Where solutions are concerned, no one vendor can do it all. Regardless of the breadth and depth of any one vendor's experience or solutions portfolio, that vendor needs allies to deliver truly effective, comprehensive and sustainable solutions to these critical challenges.

The VMware-CA Alliance: A Powerful Response to Difficult Challenges

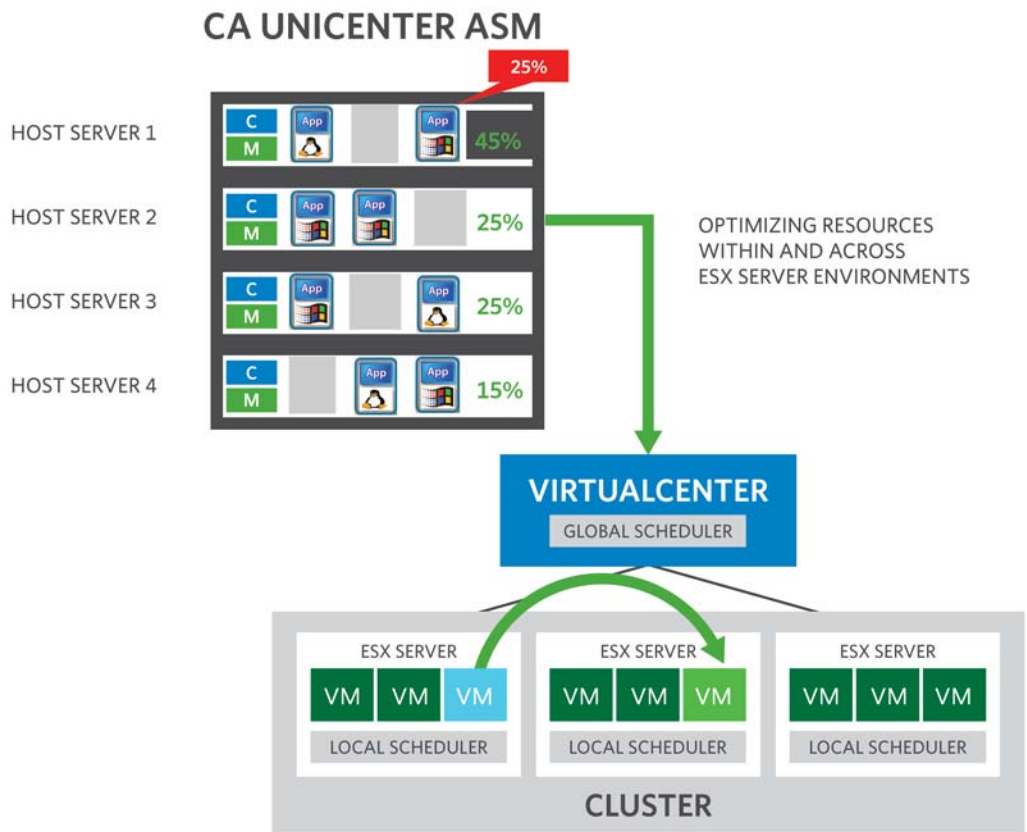
VMware and CA have helped enterprises like yours rise successfully to such challenges since 2003. The companies have developed and delivered integrated solutions that deliver both immediate and sustained business benefits, ranging from lower operational costs and risks to greater business resiliency and agility. The companies also jointly test and validate our combined solutions, and collaborate on marketing, sales, services and training. This enables representatives from both companies to "speak with one voice" when discussing how VMware and CA solutions, together, can address your business challenges effectively.

For example, many VMware virtual environments take advantage of the specific management capabilities of VMware and CA software. These capabilities enhance the discovery, visualization or optimization that is especially challenging in virtual environments. In some cases, either VMware or CA products provide the "best-of-breed" capability or, in other cases, the combination of CA and VMware products provide a superior, comprehensive solution for the management of VMware environments, resulting in lower operational costs and a more dynamic IT infrastructure.

FIGURE A

CA Unicenter ASM and VMware's VirtualCenter working together for optimization of the ESX Server environment.

VIRTUALCENTER AND CA UNICENTER ASM



“After we deployed VMware software, our finance office wanted to know why our maintenance budget had reduced. It happened because we had eliminated or lowered so many of our maintenance and operational costs. That doesn’t include other savings; we haven’t had to update our data center, which could have cost \$1 million or \$1.5 million, and we saved resources and space. We solved our problems and gained a lot more than we anticipated by adopting this technology.”

—Bill Dean, Systems Analyst, Covenant Health

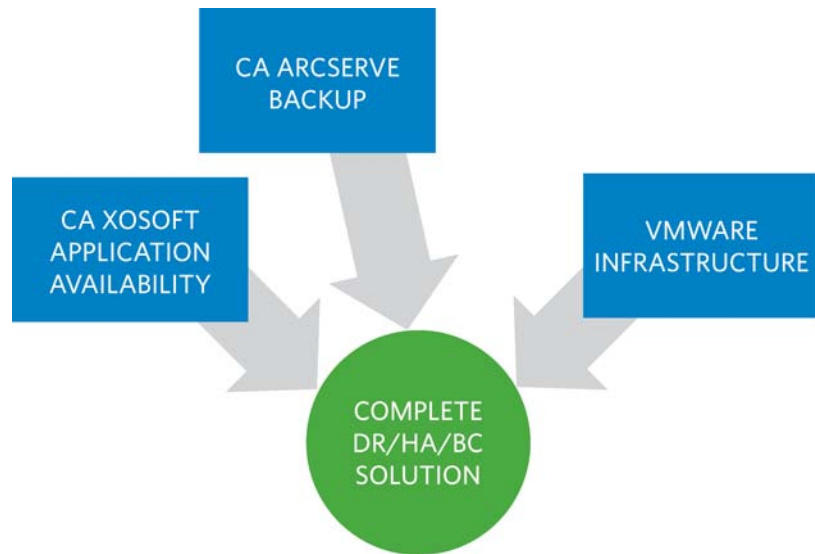
In its Research Brief, “VMware Infrastructure 3 — The Marriage of Server Virtualization with Business Continuance,” technology analysts The Taneja Group lauded VMware Infrastructure, for its integrated support for BC, DR and HA. “The virtualized world needs BC features just as much as the traditional physical topologies of today’s data center. Server virtualization dramatically simplifies and in some cases improves the efficiency of traditional data protection, DR and availability technologies.”

CA Recovery Management complements and extends the features and benefits of VMware Infrastructure. CA Recovery Management unifies robust, proven technologies behind a single, simplified interface, to deliver comprehensive, integrated protection and recovery features for physical and virtual enterprise servers, applications and information. CA Recovery Management combines proven, powerful solutions — CA ARCserve® Backup and CA XOSoft™ High Availability.

FIGURE B

The backup and recovery product elements mentioned above and how they combine to create a complete data protection solution for both your physical and virtual servers.

CA RECOVERY MANAGEMENT AND VMWARE WORKING TOGETHER



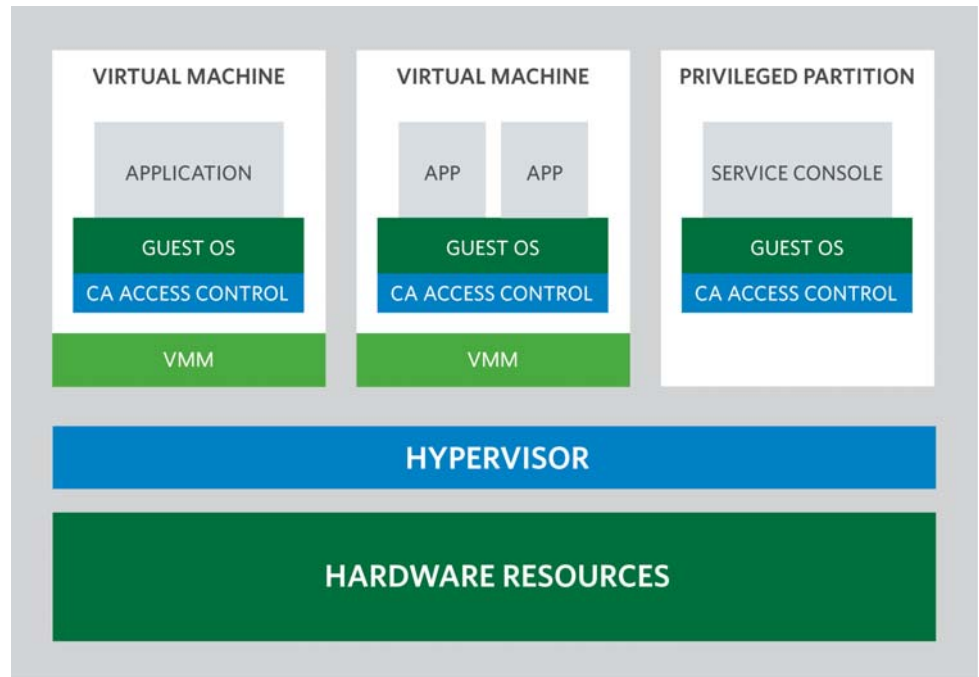
When combined, these solutions from VMware and CA deliver powerful business benefits for your organization by supporting three key areas of effective infrastructure management — discovery, visualization and optimization. Enterprise IT decision-makers can use combinations of CA and VMware solutions to discover, inventory, map, monitor and provision physical and virtual servers, as well as storage. Those combined offerings can then monitor the infrastructure, including the relationships linking individual elements, and generate and manage events and alarms.

By isolating faults and security at the hardware level and dynamically controlling CPU, memory, disk and network resources for each virtual machine, virtualization technology allows you to guarantee service levels and security even in a shared-resource architecture. Further, combined VMware and CA solutions enable comprehensive security of physical and virtual environments, via features such as centralized, cross-platform management, secure auditing and very granular segregation of duties to limit access to sensitive information. These and other features allow you to continuously improve and optimize both physical and virtual resources.

FIGURE C

CA Access Control protecting hosts in a Hypervisor-Based environment.

CA ACCESS CONTROL IN A VMWARE ESX ENVIRONMENT



Both companies have focused our collective efforts on channel partner support. Jointly developed channel support efforts dovetail with and enhance those developed for users while increasing the business value of both companies' solutions.

SECTION 3: BENEFITS

Lower Costs and Greater Flexibility from VMware; Mature and Proven Solutions from CA; Integrated and Supported by Both

VMware is the industry-leading provider of physical and virtual server management software. CA is a pioneering provider of innovative and effective software and services for total enterprise management. The two companies have joined forces to provide solutions that combine the proven strengths of our respective offerings. These joint solutions enable significant and sustainable business benefits by lowering total cost of ownership, accelerating time-to-value and offering virtually limitless flexibility, improving the overall management and performance of your IT infrastructure and storage resources. Combined VMware-CA solutions are backed by a solid foundation of proven policies and practices, joint education, marketing, and support initiatives and shared channel partners, customers, developers and industry allies.

Regarding IT resource optimization, VMware and CA are working together to provide the integrated solutions needed to help you achieve your goals with server virtualization. You can realize the promise of virtualization without increased spending and without increased headcount. With comprehensive virtual and physical management solutions behind your virtual infrastructure you will save money, increase operating efficiency and reduce strain on your IT department, resulting in greater competitiveness for your business.

You can count on VMware, CA and our channel partners to deliver the solutions you need to maximize the business value of your enterprise's IT investments, today and in the future.

SECTION 4: CONCLUSIONS

"CA XOssoft High Availability products provide our customers with a peace of mind, knowing that their data is available despite a serious event. They know they will be back up and running in minutes. Plus, CA XOssoft High Availability products have helped us eliminate prolonged down-time for our customers, which has saved them tremendously." CIS now tells prospective customers "you will never be down" because of the confidence his company has in CA XOssoft High Availability products.

—Mike Zepernick,
President of Computer Integrated
Services, LLC (CIS)

Managing Virtualized IT Systems for Better Business Results

Overcoming Increased Complexity and Diversity with the VMware-CA Solution

You know your enterprise's IT infrastructure, including its applications, servers and information, is its most critical and irreplaceable asset. You also know that:

- Diversity is reality, and the range of business-critical applications and platforms continues to grow and change
- The need to deploy and manage virtualized servers, storage and other critical IT resources is an ever-growing fact of life at enterprises of all sizes and types
- Infrastructure management issues, especially those related to business continuity, disaster recovery, high availability, resource optimization and security, are increasingly difficult to contend with, yet increasingly essential as enterprises become more distributed
- It is only going to get more challenging, for you and for enterprise IT solution providers

If these issues sound familiar, you might consider taking a closer look at the VMware-CA alliance and our joint solutions and services. Together, VMware, CA and our channel partners can help your enterprise operate a more efficient, flexible and responsive IT infrastructure, and derive maximum business value from every IT investment.

Part of an Enterprise-wide Vision

In addition, the VMware-CA solution works to toward a common vision – CA's Enterprise IT Management, or EITM. CA's EITM vision calls for unifying and simplifying IT management across the enterprise for improved business results.

As you know, successful organizations today must not only be able to integrate major software solutions across the enterprise, but they must plan and implement services, education and support in the same way — taking into consideration proper and appropriate integration of software and services among and between enterprise solutions. Through the EITM vision, the VMware-CA solution can help achieve you reach your BC, DR and HA goals, while taking into consideration the relationships of these key objectives with other elements of IT management.

To learn more about the VMware-CA combined solution and technical approach, please visit www.vmware.com/partners/alliances/technology/ca.html or www.ca.com/vmware.

CA (NYSE: CA), one of the world's leading independent, enterprise management software companies, unifies and simplifies complex information technology (IT) management across the enterprise for greater business results. With our Enterprise IT Management vision, solutions and expertise, we help customers effectively govern, manage and secure IT.

SB05VPMSA01E MP325660308

Learn more about how CA can help you transform your business at [ca.com](https://www.ca.com)

