

# VMware Professional Services: Strategy & Operations Practice

Business experience and technology expertise that maximize the benefits of a virtual infrastructure

*“The fact that we had only six hours of downtime is a testament to the plan that VMware Professional Services put together for us. Without them, we would have been looking at a much longer outage and a much higher total project cost.”*

— Michael Rappette  
Delivery Manager  
Global Infrastructure Services  
Whirlpool

## Gain Accelerated ROI with VMware Professional Services

- Accelerate deployment and reduce risk through comprehensive planning and use of best practices
- Maximize your investment through the adoption of best practices
- Begin to reap the benefits of reduced hardware acquisition and energy costs sooner
- Improve staff productivity
- Decrease server provisioning times

In a time of unprecedented economic uncertainty, it's no longer enough to contain datacenter costs. Increasingly, CTOs are tasked with the challenge of reducing the overall capital spending for technology. Virtualization software gives companies the flexibility they need to do more with less. But how can you ensure a speedy return when time is of the essence? Allow VMware® Professional Services to guide the way.

Whether they are implementing a virtual infrastructure for the first time or expanding and standardizing an existing virtual infrastructure, companies that engage VMware Professional Services achieve their goals more quickly and maximize the long-term benefits of their virtualization investments.

## Start Saving Sooner

Companies that want to introduce virtualization into their IT environment can estimate their potential cost savings using the VMware TCO Calculator. This free, Web-based utility compares an existing IT environment with a proposed VMware solution. The resulting report quantifies potential IT cost savings, as well as service level and agility level improvements.

Once the goals are set, VMware virtualization experts step in to accelerate the time to value. We assess an organization's operational readiness for virtualization, plan and design an optimal solution, and recommend industry best practices. For complex projects, such as the implementation of a business continuity and disaster recovery plan, VMware Professional Services minimizes the risk of deployment and helps you achieve success in a virtualized environment.

## Keep Saving Longer

When your virtual environment is set up right from the start, you'll enjoy greater savings with every day that passes. Companies that trust VMware Professional Services to formulate, refine and implement their virtualization strategy enjoy the benefits of comprehensive planning, continuous knowledge transfer, and adherence to best practices. Our consultants deliver measurable and lasting results in every client engagement.

According to a 2006 customer survey of more than 1,800 VMware customers, the majority of VMware customers reduced hardware acquisition and energy costs by at least 30 percent, improved staff productivity by more than 30 percent, and decreased server provisioning times by at least 40 percent.

### Learn from the Experience of Others

When Whirlpool Corporation needed to merge two large datacenters following the acquisition of Maytag, the company turned to VMware virtualization experts for help. The company's new datacenter was up-and-running on the first attempt, with only six hours of downtime, and Whirlpool saved \$2 million versus a physical migration.

### Three Steps to Virtualization Success

Both the VMware Professional Services team and VMware partner consultants can help you achieve a faster time to value with your virtualization solution. Our carefully selected channel partners have access to the latest VMware tools and best practices. To get started, simply follow these three steps:

1. Use the free TCO Calculator to estimate cost savings for your organization.
2. Contact VMware Professional Services or a VMware authorized consultant for help in planning and designing a solution.
3. Take advantage of VMware Education Services to keep up with the latest technology developments and industry best practices.

Want to learn more? Visit us at <http://www.vmware.com/services>.