

VMware Solutions for Small and Midsize Businesses

The Most Cost-Effective Way to Enable Always-On IT

AT A GLANCE

As the global leader in virtualization, VMware provides a complete range of robust, reliable and cost-effective solutions for small and midsize businesses (SMBs), from free virtualization tools to start experiencing the benefits of virtualization today, to comprehensive platforms that can be deployed as building blocks in a flexible and configurable way to scale as the business grows.

KEY BENEFITS

- **Reduce IT costs** by consolidating servers to increase utilization of existing IT hardware from 5-15 percent to as much as 60-80 percent.
- **Improve productivity** with centralized management and automation tools that streamline and accelerate key processes such as virtual machine provisioning, enabling IT teams to take a more strategic role in the enterprise.
- **Ensure always-on IT** with cost-effective data protection, high availability, automated disaster recovery, and live migration for zero-downtime hardware maintenance.
- **Improve application quality** by testing applications in virtual machine pre-production “sandbox” staging environments, resulting in less downtime for the applications that run and drive the business.
- **Strengthen security** by enforcing configuration standards with automated patch management of server hosts and virtual machines, and by maintaining stateful security policies as virtual machines migrate from one server to another.

“VMware vSphere solutions deliver critical capabilities for SMBs that are drop-dead easy to use...that makes it a slam dunk for SMBs looking for redundancy in their environment, as we don’t always have specialized network engineers on staff.”

— Justin Lauer,
IT manager for Campbell Clinic Orthopedics

SMB Challenges Today

In today’s technology-driven economy, business capability has become inextricably linked to IT capability. Small and midsize businesses today face many of the same IT challenges as larger businesses, trying to accommodate increasing demand for new IT capabilities and services while shrinking costs and protecting business critical systems and data.

But as IT has become increasingly complex, IT infrastructures have become prohibitively rigid, brittle, and costly. In fact, the typical company spends upwards of 70 to 80 percent of their IT budget to simply maintain the status quo, leaving the business starved for innovation. Some organizations have reached a point where business opportunity is literally trapped in the IT infrastructure, making it difficult to:

- **Leverage existing IT assets**—Most small businesses don’t have a lot of discretionary cash to outlay and need cost-effective solutions that can help them get more from their existing IT investments.
- **Increase productivity**—Most SMBs have limited IT headcount and spend too much of their time on monotonous IT maintenance activities. IT departments need easy-to-use solutions that can automate their tasks and simplify their IT environments, thus reducing the amount of time they spend managing and maintaining them.
- **Ensure business continuity**—Downtime can destroy a business, but many SMBs cannot afford the cost of traditional solutions and need simpler, more cost-effective solutions to avoid planned and unplanned outages.
- **Improve application quality**—Industry analysts suggest that a large portion of unplanned downtime is the result of application errors. But many SMBs lack the pre-production or testing environments they need to test solutions before deployment.
- **Deploy applications in a secure environment**—After these business applications have been thoroughly tested, they need to be deployed into secure environments to protect the livelihood of SMBs.

VMware Solutions for SMB

VMware equips SMBs with technology solutions that allow them to cost effectively optimize the use of their existing IT assets and resources as well as protect the systems, data, and applications that run the business, ensuring always-on IT.

VMware vSphere Hypervisor

VMware vSphere Hypervisor is a free solution that makes it easy to get started with enterprise-class virtualization, enabling companies to consolidate several virtual machines on a single physical server to improve utilization and efficiency.

VMware vSphere Essentials Kits

Designed for IT environments with fewer than 20 physical servers, VMware vSphere Essentials kits are all-in-one solutions that combine virtualization for up to three physical servers (up to two processors each) with centralized management capabilities.

- **VMware vSphere Essentials** provides an all-in-one solution for virtualizing up to three physical servers to consolidate applications and reduce IT costs with a low upfront investment.
- **VMware vSphere Essentials Plus** adds live migration with VMware vMotion™, along with high availability and data protection, providing a complete solution for always-on IT.

VMware vSphere Editions

For midsize businesses, VMware offers four main vSphere editions that provide greater scalability, along with advanced features for creating highly responsive private cloud infrastructures.

- **VMware vSphere Standard** provides an entry-level solution for basic consolidation to slash IT hardware costs and accelerate application deployment.
- **VMware vSphere Advanced** VMware vSphere Advanced edition provides a strategic consolidation solution that protects all applications against planned and unplanned downtime to provide superior application availability.
- **VMware vSphere Enterprise** is a robust solution that customers can use to optimize IT assets, ensure cost-effective business continuity and streamline IT operations through automation.
- **VMware vSphere Enterprise Plus** offers the full range of features for transforming datacenters into cloud infrastructures that can run today's applications alongside next-generation IT services.

VMware vCenter Server

VMware vCenter Server provides unified management for vSphere environments and is a required component of a complete vSphere deployment. One instance of vCenter Server is required to centrally manage virtual machines and their hosts and to enable all vSphere features. A version of vCenter Server is already included with any vSphere kit purchase.

VMware vCenter Server is available in the following packages:

- **VMware vCenter Server for Essentials**—Integrated management for vSphere Essentials (included with purchase).
- **VMware vCenter Server Foundation**—Centralized management for up to three vSphere hosts.
- **VMware vCenter Server Standard**—Highly scalable management with rapid provisioning, monitoring, orchestration and control of all virtual machines and hosts.

VMware vSphere Acceleration Kits

VMware provides acceleration kits to simplify the initial purchase and deployment of VMware vSphere and VMware vCenter Server. Each acceleration kit consists of a number of licenses for VMware vSphere, along with a license for one instance of a VMware vCenter Server. The acceleration kits are often offered at promotional discounts. Visit <http://www.vmware.com/vmwarestore/buyvsphere-acceleration-kits.html> or contact your local reseller for more specific information on the latest available acceleration kit offerings.

Learn More

For information or to purchase VMware products, call 877-4VMWARE (outside of North America dial 650-427-5000), or visit www.vmware.com/products. For detailed product information and systems requirements, please refer to additional detail online.

