VMware Technology Consultants can help you unleash value and reduce risk, while lowering costs through better IT management and resource utilization.

Embarking on a data center consolidation and management initiative poses familiar challenges: high-profile risks, limited resources with the right skills, and already overburdened teams. In fact, recent industry reports find that nearly 1.7 million cloud-related IT jobs went unfilled in 2012. VMware Technology Consultants can bridge your company’s skills gap to deliver unrivaled results. Our Consultants’ expertise, insight, and successful track record enable us to deliver unprecedented consolidation ratios, significantly reducing the number of servers and datacenters, while lowering both capital and operating costs.

Our experienced Technology Consultants will help you realize the full value of the VMware Server Consolidation and Management solution, starting with an understanding of the features, functions, and benefits of each component, the potential changes to your organization, and a well-designed transition plan. We will help expand your IT staff’s knowledge base, develop and design a comprehensive virtualization roadmap, leverage best practices for planning migrations, and help transform your data center environment to exploit the full benefits of virtualization and server management.

VMware Technology Consulting Services are designed to accelerate your time to productivity and value—so that you can deliver results to the business sooner.

“CIOs need people—both internal staff and third-party providers—who can help them think through their cloud computing plans, develop business cases, determine what to move into the cloud, how to get it there, how to integrate it with on-premise systems, and how to secure it. The stakes for getting these plans right are high.”

InfoWorld

At-a-Glance
VMware skilled consultants are available to help you:
• Accelerate business breakthroughs
• Speed time-to-project completion
• Improve operational reliability and efficiency
• Ensure your self-sufficiency
• Reduce costs
Accelerate Results and Develop Staff Capability with Expert Collaboration

VMware virtualization and automation technologies offer many ways to substantially simplify IT capabilities across the entire data center to the virtual workspace. Our Technology Consulting Services help you quickly realize business value from your investments in VMware products and solutions. We help you uncover and exploit the unique opportunities made possible by VMware virtualization and automation technologies. We evaluate the technical and business requirements of IT, while also addressing the people and process implications of IT as a service. Our experience, unparalleled virtualization and cloud computing expertise, and emphasis on knowledge transfer will convert your IT possibilities into value that is positive, tangible, and material to IT and the business.

From strategy assessments to design and deploy services, our Consultants work as an extension of your team to:

- Assess your organization’s goals and capabilities to design, prioritize, and plan data center consolidation and migration for your organization
- Provide an in-depth understanding of how VMware technologies can drive business benefits and scale to meet business demands
- Design server consolidation strategies—including the rapid deployment of a pilot or fully integrated production environment
- Deploy, test, and integrate architectural designs and plans
- Evaluate a variety of operational elements, compare current performance with desired state capabilities, and make recommendations on how to use technology as it impacts people and processes
- Develop your team’s operational expertise and teach them how to improve efficiency and reliability through ongoing knowledge transfer and hands-on involvement

How We Work with Our Customers

- We collaborate and listen
- We set strategic objectives and execute with measurable outcomes
- We ask innovative questions and provide actionable answers
- We imagine new possibilities and deliver unrivaled insight
- We embrace challenges and tackle complexity with rigor
- We transfer knowledge, skills and confidence—enabling you to efficiently run and operate your VMware environments

Customer Success

VMware Consultants deliver thousands of successful customer engagements each year. Read on to see how we might be able to help you.
Putting Our Experience to Work

This large aerospace and defense company needed to reduce downtime and implement a high-availability business model, while cutting costs and enabling better IT planning. Although the infrastructure team was familiar with the benefits of virtualization, they faced computing resource contention and performance issues due to the way their existing environment had been designed and managed. The poor results impacted their ability to both grow the business and reduce costs wherever possible.

The company needed to regain control of their virtual environment in order to reap the benefits they knew were possible and selected Virtual Computing Environment Company (VCE) vBlock and the Cisco UCS compute platform to replace their HP rack system. VCE vBlock would alleviate their capacity concerns and help optimize the management of the new virtualized data center environment.

VMware Professional Services provided the virtualization expertise and ensured the migration of both the physical and virtual environment was successful.

- **Expert prioritization and planning** focused on understanding business priorities, identifying boundaries, and creating a migration plan that would work across the organization. During the engagement, the Consultant identified, prioritized, migrated and decommissioned 750 physical-to-virtual and virtual-to-virtual opportunities. The first of many that positively impacted and simplified the management of the data center.

- **Early success** by identifying and targeting the applications with the most complexity and impact to the business, then successfully migrating those first. This established a proven migration process and built quick confidence that success could be replicated across all applications.

- **Faster run rates** achieved by working together in a “nerve center” created by the VMware technology consultants. This kept the entire team on the same page, working side-by-side, sharing knowledge, solving problems, and quickly driving results.

- **Hands-on, real-world experience for the IT team** by working alongside our technology consultants. This helped the IT staff quickly gain the knowledge and confidence required to finish the final migrations and effectively manage their virtual environment going forward.

- **Proven solutions for data migration** based on best practices and many successful projects ensured an effective consolidation strategy that navigated the potential challenges of heterogeneous environments.

According to the customer, the speed of the migration and the cost savings achieved by working with VMware Technology Consulting Services far exceeded expectations. “With power costs alone, we are now saving substantially more than we expected—tens of thousands annually. When we add in the additional savings we will see with leases, cooling and real estate, the impact to our bottom line will be significant,” said the company’s Director of IT Infrastructure.

“It is not often that I come across a project or technology that exceeds the advertised benefits, but this one did. VMware worked within our culture as a true part of our team to help us become more successful, giving us skills and understanding to reach our goals now and in the future.”

IT Director
Technology Expertise You Can Trust to Unleash Business Results

VMware Technology Consultants help you unlock the full value of our technology to drive business outcomes, ensure the quality and availability across your environment, and better manage costs. By combining vast solution expertise with an uncanny ability to work across multivendor IT domains and silos, our Technology Consultants work with you to establish or improve your server consolidation approach for a virtualized environment. Together, we will build upon your existing foundation, moving from basic cost-savings benefits to real operational efficiency by maximizing the unique opportunities made possible by VMware solutions.

With unrivaled skills, bandwidth, and access to VMware’s vast network of experts, VMware Technology Consultants help you:

- Accelerate business breakthroughs by operationalizing technology innovations that scale to deliver material business impact
- Improve time-to-project completion, operational reliability and efficiency, and user satisfaction by leveraging insights from successful applications of VMware products and solutions
- Ensure your self-sufficiency by building your staff’s technical skills, operational know-how, and confidence
- Simplify and operate more reliable and efficient IT environments by assessing operational readiness, building for performance and high availability, and applying interoperability and enterprise management expertise
- Reduce costs and maximize the return on your VMware investments

VMware Professional Services

- **Accelerate Advisory Services** use benchmarking and financial modeling analysis and insight to help identify opportunities for transformation and create executable IT strategies and roadmaps that support customers’ business goals.
- **Cloud Operations Services** provide collaborative assistance in analyzing, designing and implementing focused cloud operations functional areas that address integrated process, people and supporting management tools.
- **Technology Consulting Services** create, grow or enhance cloud environments and optimize VMware technologies to deliver positive, material outcomes while transferring hands-on knowledge that builds the self-sufficiency of customer teams.
- **Technical Account Manager Services** continually enrich customer strategies and tactics for driving change over time while advocating for customer needs inside VMware and helping improve customer support for VMware projects.
- **Education Services and Certification Programs** help build the skills, confidence and experience organizations need to manage their IT landscape.
About VMware Professional Services

VMware Professional Services transform IT possibilities into business outcomes. Our comprehensive portfolio of consulting and education services help you uncover and exploit the unique opportunities made possible by VMware technology and solutions. Drawing on our unparalleled product expertise and customer experience, we collaborate with your team to address the technical, people, process and financial considerations for your VMware solution to deliver results that are positive, tangible and material to IT and your business.