

## What is the HP and VMware Operations Pack?

The HP and VMware Operations Pack is a loose bundle of software products from HP, VMware, and nworks; and services from BearingPoint.

## Who is the target customer for the HP and VMware Operations Pack?

These customers should consider using the HP and VMware Operations Pack:

- Customers who use HP Software as their enterprise systems management framework of choice and want to adopt VMware Infrastructure 3
- Current users of VMware Infrastructure 3 who want to unify the management of physical and virtual systems using HP Software
- New customers who want a well managed, highly optimized and flexible infrastructure.

## What is the customer value delivered by the HP and VMware Operations Pack?

The value provided by the HP and VMware Operations Pack includes:

- Improved Infrastructure Utilization and IT Staff Efficiency: VMware Infrastructure 3 provides infrastructure utilization and consolidation benefits while HP Software helps maximize IT staff efficiency.
- End-to-end Management: Comprehensive event management, proactive performance monitoring, and automated alerting, reporting and graphing of middleware and applications on physical and virtual machines.
- Single Point of Management: “single pane of glass” view of the IT operations by linking the virtual infrastructure with HP Operations management.

## What products and services are bundled in the HP and VMware Operations Pack?

These products are bundled in the Pack:

- **HP Systems Insight Manager**—helps maximize IT staff efficiency and hardware platform availability for small and large server deployments. Designed for end-user setup, its modular architecture enables systems administrators to plug in additional functionality as needed.
- **HP Operations Manager**—It provides comprehensive Windows-based event management, proactive performance monitoring, and automated alerting, reporting and graphing for Windows®, Linux and UNIX® systems, middleware and applications.
- **HP Performance Agent**—Collects measurement data to detect exception conditions. Exception conditions can be based on individual metrics or combinations of metrics and can be defined using both thresholds and duration, allowing proactive detection of problems.
- **HP Performance Insight**—provides a powerful reporting solution that gives you the insight you need for more effective service level management.
- **VMware® Infrastructure 3**. This suite allows you to consolidate your servers and create your virtualized infrastructure. VMware provides a suite of applications that deliver comprehensive virtualization, management, resource optimization, application availability and operational automation capabilities.
- **nworks Smart Plug In for VMware** - To manage IT as a service in a virtualized infrastructure there needs to be a way for HP Operations Management and VMware Infrastructure to communicate. The nworks Smart Plug-in (SPI) for VMware does this by providing performance, configuration, and event monitoring services that allow the visualization of ESX Server farms and their hosted virtual machines. The nworks SPI

enables a “single pane of glass” view of the IT operations by linking the virtual infrastructure with HP Operations Management. The SPI offers these features –

- Monitoring of the state of virtual machines (on, off, suspended, stuck)
- gathering configuration information,
- host and guest performance information, and
- event information used for monitoring and reporting

The SPI also gathers information concerning individual virtual machines and their use of the physical hardware resources including CPU, disk, and memory. It then communicates this information to HP Operations, giving you a consolidated picture of your data center

The services in the pack are from BearingPoint

BearingPoint offers assistance on improving service management—addressing systems and processes; assessing capabilities, capacity, performance, compliance and controls; and showing near- and long-term results. BearingPoint’s Services Management model leverages industry-standard approaches, such as the Information Technology Infrastructure Library (ITIL).

Specifically, BearingPoint can:

- Assess the impact of server virtualization on the operating model and existing support processes in the datacenter
- Define and execute a plan to have the right people, with the right skills and the right processes, in place to confidently operate the new virtual environment
- Configure, build and integrate HP OpenView, nworks and VMware technologies into your existing infrastructure management tools
- Continuously improve the way the virtual IT infrastructure is managed, so the IT organization can better meet or exceed its business users’ expectations.

### **How can I purchase the HP and VMware Operations Pack?**

The products and services in the pack need to be purchased from the individual companies; or from their resellers.

Purchase these products from HP, or its reseller:

- HP Systems Insight Manager
- HP OpenView Operations Manager
- HP OpenView Performance Agent
- HP OpenView Performance Insight

Purchase this suite from VMware, or its reseller:

- VMware Infrastructure 3

Purchase this smart plug in from nworks, or its reseller:

- nworks Smart Plug In for VMware

Purchase implementation services from BearingPoint

**What are the prices of the components of the Operations Pack?**

Contact the sales team at [sales@vmware.com](mailto:sales@vmware.com) and [gthockchom@vmware.com](mailto:gthockchom@vmware.com)