



## SCOPE

Get Atea's Data Center up to date on a VMware supported platform. From vCNS to a NSX and vCD based solution in their production environment.

## EFFORT

26 mandays estimated, actual 20 days for VMware Professional Services. Senior Consultancy and Project Management.

## SCHEDULE

Completed one week ahead of schedule. Start: September 28th. Completed October 28th, 2016.

Atea is an important and proactive partner for VMware. Atea's customers and market requested new business functionalities in the areas of security, agility and application continuity.

Atea and VMware have regular governance meetings and we very early defined the need of NSX. One requirement of many was that the implementation of NSX during production without disturbing the clients production. We agreed to use VMware Professional Services (PSO).

### Atea's Customer Offering

Atea's customers are requesting new functionality like disaster recovery services that would provide the possibility to safeguard virtual machines in an offsite location where it would easily be possible to resume production in case of disaster or other failure in the local data centre. There are also requests for implementation of micro segmentation of customer networks due to security requirements, both these features requires Atea to be on the latest version of vCloud, NSX and vSphere to be able to create and produce the requested services.

### Challenges

A big challenge related to this project was the implementation of NSX and vCD and at the same time not disturb our customer's IT-environment.

The IT-environment provide services to our customers, who expect their virtual machines are operational 24/7.

In the project we upgraded the vCloud version to the latest available version and implemented the latest version of NSX, replacing the old vCNS networking components while all customer workloads were online and in production.

### Business Value

The business value realized in the project is the opportunity to develop new services that can fulfil the demands from our customers, keeping a high level of satisfaction with existing customers as well as attracting new customers.

### IT Outcomes

Atea will evaluate and develop services for disaster recovery using the vCloud Availability functions, but also develop new services for more advanced network configurations for our customers.

One service that could be developed using the VMware vCloud Availability for vCloud Director could be a service to migrate customer's workloads from their on-premise DC's to our vCloud platform in a smooth and efficient fashion.

### How the joint Atea/VMware Project Teams Collaborated

The collaboration with the VMware Professional Services team helped realize the true value of this project.

The planning and documentation throughout the project was excellent, and we never lost sight of our shared goal.

Before we did the upgrade work in the production environment we tested everything in our test environment. This gave us the possibility to test the documentation and procedures and make needed adjustments for the production upgrades to be successful.

The joint teams showed a high level of professionalism and collaborative behavior towards our shared goal. The project was implemented ahead of schedule and under budget, without disturbing the services we provides to our customers on the VMware enabled platform.