Fixed-Price Cisco Unified Computing Services

The Cisco Unified Computing System provides the foundation for a broad spectrum of virtualization initiatives that can consolidate resources and automate data center processes.

Get a Faster Time-to-Market for Your Unified Computing Project

To meet the ever-growing demands of your users and applications, you need to achieve the utmost performance, availability, and efficiency from your data center. The innovative new Cisco® data center technology, the Cisco Unified Computing System™, provides the foundation for a broad spectrum of virtualization initiatives that can consolidate resources and automate data center processes, thereby reducing equipment and operating costs. Whether you are seeking to create a stateless computing environment, enable just-in-time provisioning of resources, simplify the management of virtual machines, or more, the Cisco Unified Computing System provides a powerful solution.

Quickly reaping the benefits of a new data center initiative and mitigating risks require expert guidance and an implementation strategy based on proven methodologies and industry best practices. Cisco and our industry-leading data center partners are offering a selection of fixed-price, fixed scope Cisco Unified Computing Services to help you quickly and safely accelerate your deployment to this new technology and realize the full potential of unified computing in your environment. Available fixed-price services are:

- Cisco Unified Computing Architecture Assessment Service
- Cisco Unified Computing Preproduction Pilot Service
- Cisco Unified Computing Accelerated Deployment Service
- Cisco Unified Computing Virtualization Assessment Service
- Cisco Unified Computing Virtualization Accelerator Service

These fixed-price services allow you to purchase Cisco Services that offer the same core deliverables as custom engagement services and are designed around achieving the specific goals you have set for your unified computing project.

Architecture Assessment

Map out the business and technical objectives of your unified computing project with the Cisco Unified Computing Architecture Service. This service gathers input from stakeholders across your organization to understand your strengths and challenges and the issues that must be addressed to make your project goals a reality. The service documents architecture and design considerations across your existing and planned asset investments to meet your business needs for resiliency, scale, and capacity.

This four-day, on-site assessment uses focused interviews, isolating your objectives and mapping them to a set of best practices. It then continues with in-depth documented considerations of your existing and planned data center assets, including blade servers, compute systems, applications, operating systems, virtualization, input/output (I/O), and system management. The service documents the challenges, critical success factors, and risks involved in your project and the requirements you will need to meet based on your projected environment and user demands. At the end of the engagement, you will receive a requirements document with clear recommendations for next steps as well as a roadmap to achieve success.

Preproduction Pilot

If you are still evaluating the Cisco Unified Computing System, a preproduction pilot is the best place to start. The Cisco Unified Computing Preproduction Pilot Service is a three-week engagement conducts a pilot in your environment to validate that the project will deliver the business and technical objectives you expect. Through this pilot, you gain valuable expertise using the Cisco Unified Computing System before you commit to a purchase and develop a production-ready blueprint for deploying in your environment. At the end of the engagement, you will receive documentation of your validated business case with an executive summary detailing critical success factors, risks, and the next steps toward a successful deployment.

Accelerated Deployment

If you have already committed to implementing the Cisco Unified Computing System, the Cisco Unified Computing Accelerated Deployment service provides planning, design, and implementation expertise to bring your project into production within four weeks in one segment of your data center. You will collaborate with Cisco experts to design the production scope that the engagement will cover. At the end of the engagement, you will receive documentation of the recommended next steps, an architectural design, and a runbook to scale the implementation throughout your environment.

Virtualization Assessment

The first steps in launching a successful virtualization effort are assessing the opportunities for server consolidation and designing the right virtualized architecture for your data center. The Cisco Unified Computing Virtualization Assessment Service provides a clear, comprehensive analysis of the server consolidation opportunities within your physical IT infrastructure and provides expert assistance on creating a roadmap for your solution. The engagement consists of automated data collection from your compute environment, followed by an interactive facilitated design session.

Virtualization Accelerator

This service provides expert guidance through the design and deployment of a virtual server environment on the Cisco Unified Computing System. The Cisco Unified Computing Virtualization Accelerator Service begins after you have installed the Cisco Unified Computing System and the environment is online and helps you design and deploy an optimized compute infrastructure. It includes the development and implementation of an exhaustive test plan to address the resiliency and flexibility of your planned unified architecture on the Cisco Unified Computing System. With this expert assistance, you can reduce the risk of your virtualization initiative and accelerate your time to value of your project.

Table 1 lists the fixed-price Cisco Unified Computing Services activities, deliverables and benefits.

Table 1.   Fixed-Price Cisco Unified Computing Services Activities, Deliverables, and Benefits

Activities and Deliverables	Benefits
Unified Computing Architecture Assessment Service • Four-day assessment consisting of interactive and group sessions at your location, with clearly defined project goals and aligned with a set of industry best practices for the Cisco Unified Computing System • Current architecture review, technical and business-focused interviews, and discussion of Cisco's Unified Computing architecture approach, design principles, and values and benefits • Assess, review and align unified computing use cases to customer's objectives and requirements in a collaborative environment • Analyze current state of server and computing architecture and assess compute/server platform requirements as they relate to projected environment, resource capacity, and user community demands • Document challenges, critical success factors, and risks and review options for reducing complexity in the data center • Review customer requirements document (CRD) and recommend next steps to increase architectural flexibility and efficiency • Design a specific plan of action with prioritized next steps; provide recommendations on high-level infrastructure design; and deliver a CRD detailing critical success factors, risks, challenges, and recommended next steps • Document expected business and technical effects of your planned project, including ROI analysis when appropriate and collaborative target solution based on your business requirements and use cases	• Detailed understanding of your future state objectives and architecture requirements • Opportunity to collaborate towards a customized unified compute architecture and solutions with Cisco and partners • Increases your confidence and readiness in transitioning existing technologies to a unified compute architecture • You gain an in-depth understanding of unified compute platform and architectures • You receive a specific solution aligned with your requirements and use cases in your infrastructure so that you have clear recommendations for next steps as well as a roadmap to achieve success
Unified Computing Preproduction Pilot Service • Three-week engagement split between interactive and hands-on engagements at your location to clearly validate that expected results will be delivered, prior to purchase • Clearly define business and technical objectives for your unified computing initiative; identifies best practices for achieving them and delivers a customer requirements document (CRD) detailing critical success factors, risks, and recommended next steps • Define technical and business criteria by which to measure effects of planned project and deliver architectural design document detailing infrastructure capacity planning and design considerations for your planned environment • Analyze current state of server, storage, and computing architecture and assess platform requirements as they relate to projected environment, resource capacity, and user community demands • Document challenges, critical success factors, and risks and verify physical infrastructure and hardware installation for pilot • Install and verify required management software, including firmware and single operating system, and perform initial configuration of the unified compute platform, (and storage if required by the CRD) including administration accounts and basic role configuration • Validate pilot unified computing implementation against expected business and technical objectives • Deliver detailed operational runbook for transitioning the pilot implementation into a scaled production environment	• Reduce risk by validating your specific use cases for the Cisco Unified Computing System architecture • Increase confidence in your initiative and readiness to transition your legacy technologies to a unified computing architecture • Gain valuable expertise during validation and knowledge transfer to help you more successfully assess, design, and implement a unified computing architecture • Plan and budget more effectively with a detailed total cost of ownership report that is aligned with your specific use cases • Accelerate the time to production and time to value of your unified computing initiative

Activities and Deliverables	Benefits
Unified Computing Accelerated Deployment Service • Four-week engagement split between interactive and hands-on engagements at your location and offsite data validation for a single segment of your data center • Clearly define business and technical objectives for your unified computing initiative and identify best practices for achieving them • Analyze current state of server, storage, and computing architecture • Assess compute/server/storage platform requirements as they relate to projected environment, use case, resource capacity, and user community demands • Document challenges, critical success factors, and risks • Verify physical infrastructure and hardware installation for pilot • Install and verify required management software, including firmware and single operating system • Perform initial configuration of unified computing platform, (and storage, if required by the CRD) including administrator accounts and basic role configuration • Deliverables: CRD detailing critical success factors, risks, and recommended next steps as well as an architectural design document and detailed operational runbook for transitioning the pilot implementation into a scaled production environment	• Accelerate the installation and time to value of the Cisco Unified Computing System and operating environment • Improve your operational efficiency and success through an in-depth understanding of the Cisco Unified Computing System and architectures • Reduce risk and delays in your initiative through a detailed CRD that provides a clear roadmap through the deployment of the Cisco Unified Computing System
Unified Computing Virtualization Assessment Service • Install collection tool in your environment and validate your inventory in preparation for automated data collection • Analyze collected data to determine suitable candidate servers for virtualization • Clearly define business and technical objectives for your Cisco Unified Computing System environment • Estimate the total cost of ownership and return on investment for your planned compute environment • Identify clear roadmap and next steps to pursue your virtualization strategy successfully **Deliverables** • Site assessment report of servers in your current compute environment • Overview of virtualization assessment, including financial effect analysis associated with consolidation on the Cisco Unified Computing System platform	• Enhance your return on investment by identifying opportunities to yield maximum benefit from server consolidation in your Cisco Unified Computing System deployment • Reduce risk by clearly understanding potential virtualization scenarios for server consolidation • Increase your confidence in your virtualization initiative and readiness to transition to a unified computing architecture • Speed time to value of your virtualization effort • Improve the availability of data center resources and the ability of your data center environment to meet fast-changing business requirements
Unified Computing Virtualization Accelerator Service • Engagement split between design support and implementation support phases • Design support experts review your existing server resources, network and storage access requirements, and configuration requirements • Implementation support experts help verify your physical infrastructure and necessary hardware installation for the Cisco Unified Computing System deployment • Deployment and verification of system components such as VMware ESX/ESXi and vSphere **Deliverables** • Transfer of critical knowledge regarding operation of virtualized environment such as vSphere4.0 • Comprehensive test plans	• Reduce risk of your virtualization initiative through clear understanding of the sizing of the virtual machines required for your application environment • Accelerate your virtualization project implementation and return on investment through expert setup of the Cisco Unified Computing System infrastructure and virtualization environment, including virtual machines

Benefits

The fixed-price Cisco Unified Computing Services draw on Cisco's unique architectural approach and unified view of data center resources and interdependencies to accelerate your transition to a unified computing architecture. These services help you:

- Achieve a faster time-to-market due to the operational efficiency of employing fixed-price and fixed-scope services
- Reach your business goals by clearly defining and validating your operational and technical objectives
- Reduce the risk of your data center initiative with a detailed analysis of how the Cisco Unified Computing System will support your project in your environment
- Lay the foundation for a smooth, rapid implementation of your virtualization project that rapidly delivers the expected results
- Reduce the risk of costly delays and design or configuration errors by creating an expertly engineered end-to-end virtualization design
- Accelerate the benefits of your unified computing initiative and reduce the risk of errors or misconfigurations during implementation

Why Cisco Data Center Services?

Today, the data center is a strategic asset in a world that demands better integration among people, information, and ideas. Your business and your data center work better when technology products and services are aligned with your business needs and opportunities. Using a unified view of data center assets, Cisco and our industry-leading partners deliver services that accelerate and optimize your data center transformation. Cisco takes an architectural approach to help you efficiently integrate and manage data center resources and improve the performance and availability of your vital business applications. Cisco Data Center Services help you reduce costs, operate more efficiently, and better meet your service level agreements.

Availability

The fixed-price Cisco Unified Computing Services are available through Cisco and Cisco UCS Authorized Technology Partners. For availability in your area, check with your local Cisco representative.

For More Information

For more information about Cisco Unified Computing Services, visit http://www.cisco.com/go/unifiedcomputingservices.

To learn more about our comprehensive portfolio of Cisco Data Center Services, visit http://www.cisco.com/go/dcservices or contact your Cisco service account manager.

Cisco Services
Making Networks Work
Better Together