

# Cisco Virtualization Services



## Accelerate Your Virtualization Initiative with a Cohesive Business-Influenced Strategy and Design

Whether you are planning to start with server virtualization, extend virtualization across your data center, or implement a desktop virtualization solution, Cisco® Services provide a comprehensive architectural approach that helps you reduce costs, protect application performance, and better secure the virtualized infrastructure.

Many IT organizations are adopting server virtualization to realize a greater return on their compute investments. The next step is to extend virtualization to network, storage, and interactive multimedia applications across the network to transform the entire data center infrastructure into a shared resource pool. Some organizations are taking another step and are implementing desktop virtualization to provide people access to any application on any device wherever they work, whether it's in the office or on the go.

However, implementing a virtualized solution presents the following challenges:

- Security and compliance requirements, processes, and governance might need to change in a virtualized environment
- Diagnoses and troubleshooting become more difficult
- Organizational silos require integration
- Virtualized and physical environments might need to be integrated
- Application interdependencies and usage need to be understood
- A comprehensive cost analysis of existing and targeted infrastructures

Cisco Services can help you address these challenges.

## Cisco Virtualization Services

Cisco takes a holistic approach that brings together people, processes, and technology. We help you accelerate your virtualization initiative, maintain a high level of application performance, and efficiently manage your virtualized environment. We combine Cisco networking and virtualization expertise to help you develop and deploy virtualization across your data center infrastructure.

We provide the needed skill sets, which might include enterprise and solution architects, certified virtualization experts, and project managers. Our experts work collaboratively with you to provide consulting services that span your technical, business, and financial requirements. We also provide detailed total cost of ownership (TCO) and return on investment (ROI) analyses to help you quantify potential cost savings. We recommend the right technology solutions for your particular challenges and provide end-to-end service delivery and task coordination to help you achieve a successful implementation. Cisco helps you create a phased virtualization roadmap and lay the foundation for security to manage the policy changes and compliance issues across the server, network, voice, video, and storage components. Once your strategy is in place we will help you validate, implement, and migrate your existing solutions and applications to a virtualized environment. After you have deployed your virtualization solution, Cisco offers services to help you maintain performance, resolve issues, optimize your infrastructure, and enhance operations as your data center evolves.

These include services to help you plan, build, and manage your virtualized infrastructure for the following virtualization initiatives:

- Data center virtualization
- Unified computing virtualization
- Desktop virtualization

## Plan for Data Center Virtualization

### Virtualization Strategy

Understand the value that a virtualization solution can bring to your organization and provide the metrics that you need to validate the investment. Cisco experts provide a holistic assessment that encompasses your business, technology strategies, operating systems, and applications. This assessment begins with a workshop which identifies and quantifies the operational and financial commitments required to implement a virtualized data center architecture. We help you develop a business case that justifies your virtualization investment. We examine how consolidation and virtualization can help reduce costs in your servers, operating systems, and storage infrastructure while delivering new capabilities. Cisco Virtualization Strategy Services help map out a virtualized environment to support growth, business changes, and technology evolution.

### Virtualization Assessment

A comprehensive IT infrastructure assessment can help increase the success of a virtualization initiative. Cisco Data Center Assessment Service for Virtualization helps you prepare by identifying gaps in your server, storage, and network infrastructure that could limit the return on your investment. It helps you understand the security profile of your virtualized environment. This assessment may also include Application Dependency Mapping, which provides an in-depth understanding of the assets in the

data center and their interdependencies. This assessment helps you minimize risk and identify opportunities to reduce total cost of ownership.

### Virtualization Design

To realize the full benefits of virtualization, your plan must be coordinated among server, storage, network, desktop, and application stakeholders. The Cisco Data Center Plan Services for Virtualization help you smoothly develop and deploy a comprehensive data center virtualization strategy that is customized to your IT and business needs. Cisco enterprise architects work with you during your planning cycle to help you create the business and financial justification, recommend technical solutions based on your business problems, and understand operational changes needed. Cisco experts help you design your virtualization solution with a high-level virtualized architecture design. We extend existing security policies to a virtual environment, enable consistent virtual machine network and storage security, and expand virtualization knowledge in your organization.

We also offer services to help you with the following:

- **Operations Enhancement Design** – Understand how to organize people and processes to support a virtualized data center. Cisco experts conduct collaborative workshops to help you identify your unique operational requirements and develop a detailed operations support plan. Assess and plan IT operational processes and tools to support a virtualized environment.
- **Business Continuity Planning** – Achieve business continuity and regulatory compliance by quickly and cost-effectively creating a comprehensive business resiliency strategy. Your new strategy will help you cope with your current needs and support a dynamic environment. Cisco Business Continuity Planning Service includes:
  - **Business Continuity Assessment** – Analyzes the potential business continuity impact of identified risks to your crucial business processes and applications.
  - **Business Continuity Planning and Design** – Helps you plan and design a comprehensive business resiliency strategy that aligns common goals and requirements for business continuity and IT service recovery.

## Build Your Virtualized Data Center Infrastructure

Once you have your plan in place, Cisco and our partners can help you build your desired virtualized infrastructure and integrate operations management products and tools. We help you validate, deploy, and migrate your solution and applications.

### **Virtualization Implementation**

Smoothly deploy your server virtualization, end-to-end data center virtualization, or a desktop virtualization solution. We help you create plans to:

- Test and validate your solution
- Identify product acquisition needs
- Implement virtualization over a phased timeframe
- Address your rollout and migration requirements
- Deploy management tools

### **Operations Enhancement Deployment**

Cisco and our partners can help you deploy management tools and new processes to effectively take advantage of your virtualized environment. We help you to:

- Design and implement tools into the management architecture according to the roadmap and prepare support resources for administration
- Provide greater interoperability and shared information among management products
- Build and execute new processes to efficiently make use of the virtualized data center infrastructure and tools

## **Manage Your Virtualized Data Center Infrastructure**

As your data center evolves you need to ensure that your infrastructure and processes evolve to support business growth and deliver next-generation services. Cisco and our partners offer services to help you maintain performance, resolve issues, optimize your infrastructure, and enhance operations.

### **Operations Management Enhancement**

Evaluate and optimize your data center management tools and processes. We help you:

- Make management tools and processes continue to reflect the evolving needs of your business by identifying risks and gaps in applications and services
- Determine if current operations processes are right for your virtualized environment to mitigate operational-based risk
- Establish the current level of resiliency in your data center and create plans for improvement

### **Data Center Optimization**

Evolve your virtualized data center to support business growth, deliver next-generation services, and maintain competitive advantage with Cisco Data Center Optimization Services.

Cisco consulting engineers use industry-leading tools and best practices to support and guide you through your data center initiatives, mitigate implementation risks, and accelerate your return on investment (ROI).

Cisco Data Center Optimization Services include the following activities:

- Assess and review your data center environment, design standards, performance data, configurations, and ability to support future requirements
- Make recommendations to improve security design and facilitate achieving high availability
- Inform you of new products and software features
- Provide continuous learning

### **Unified Computing Virtualization Services**

For those businesses adopting the Cisco Unified Computing System™ (Cisco UCS®), we offer services that provide server virtualization expertise and best practices. The Cisco Unified Computing Virtualization Services provide a clear view of server consolidation opportunities within your data center's physical IT infrastructure and expert assistance in the planning, design, and deployment of your virtual server environment. For additional information on Unified Computing Virtualization visit: <http://www.cisco.com/go/unifiedcomputingservices>.

### **Desktop Virtualization Services**

Based on the Cisco Unified Workspace platform, Cisco Desktop Virtualization Services can help you rapidly realize a desktop virtualization solution of your choice anywhere, with any device, over any medium. Desktop virtualization replaces the traditional desktop environment with a virtual desktop infrastructure to meet the demand for secure, mobile access. Cisco offers a Virtualization Experience Infrastructure (VXI) Smart Solution that enables video, voice, and collaboration applications on a virtual desktop. Cisco Desktop Virtualization Services also help provide the right fit with your existing investments and align your IT and business strategies. These services, which can be used individually or in combination, include:

## **Plan**

### **Data Center Assessment Service for Desktop Virtualization**

Develop a comprehensive business case and solution strategy for desktop virtualization. Assess operational and mobility services readiness. Create an architecture that may include desktop virtualization, collaboration, and innovation. Gather and analyze pertinent data to create a TCO analysis that illustrates the benefits of moving to a desktop virtualization solution

## **Data Center Plan and Build Services for Desktop Virtualization**

Design and implement a reliable desktop virtualization infrastructure that fits your IT strategy and user requirements.

### **Build**

#### **Desktop Virtualization Pre-Production Pilot Service**

Quickly and safely design and implement a pilot desktop virtualization solution.

#### **Desktop Implementation Service**

Smoothly implement your desktop virtualization solution, including creating an implementation plan and migrating users.

### **Manage**

#### **Desktop Virtualization Optimization Service**

Understand the performance and utilization of your desktop environment and evolve your virtual desktop solution to assure operational excellence as you expand.

#### **Cisco Solution Support for Desktop Virtualization**

Rapidly resolve operational issues with solution support that provides a single point of contact.

### **Benefits**

Cisco Virtualization Services help you plan, build, and manage a cost-effective, highly secure, virtualized environment with minimal business risk. We help you to:

- Understand the gaps in your IT environment
- Plan a virtualization strategy that can help you increase agility and reduce costs through server, data center, or desktop virtualization
- Build a robust solution that allows you to achieve your goals and reduce risk by working with experts who use best practices and proven methodologies
- Manage your virtualized environment by optimizing your infrastructure and enhancing operations as your needs evolve

## Why Cisco Services

Realize the full business value of your technology investments with smart, personalized services from Cisco and our partners. Backed by deep networking expertise and a broad ecosystem of partners, Cisco Services can enable you to successfully plan, build, and manage your network as a powerful business platform. Whether you are looking to quickly seize new opportunities to meet rising customer expectations, improve operational efficiency to lower costs, mitigate risk, or accelerate growth, we have a service that can help you. For information about Cisco Services, visit [www.cisco.com/go/services](http://www.cisco.com/go/services).

## Cisco and Partner Expertise

Cisco and our industry-leading partners use best practices and proven methodologies to help you quickly and efficiently plan and deploy a high-performance, resilient, and scalable virtualized architecture for your business.

The Cisco Virtualization Services are delivered by our experts who hold a wide array of industry certifications and are subject matter experts in business and technology architecture and data center technologies. They have direct experience in planning, designing, and supporting virtualization solutions. We offer the following expertise:

- Data center solutions architect
- Layer 2 and Layer 3 infrastructure architect
- SAN architect
- Layer 4 to Layer 7 architect
- Professional consultants certified on VMware
- Information security
- Network management architect
- Customer system architect and administrator
- Project manager

Cisco product and technology expertise is continually enhanced by hands-on experience with real-life networks and broad exposure to the latest technology and implementations.

## Availability

Cisco Virtualization Services are widely available. Contact your local Cisco account manager about availability in your area.

## To Find Out More

For more information about Cisco Virtualization Services, as well as the broad array of Cisco Services for the data center, contact your local Cisco account manager or visit [www.cisco.com/go/dcservices](http://www.cisco.com/go/dcservices).



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