



# SERVER CONSOLIDATION >>

## Reducing TCO and Complexity

**There is a growing worldwide demand for service providers to reduce a client's TCO, to rationalize their IT environments, and also to offer IT that proactively aligns and anticipates business requirements rather than simply being reactive.**

In response to this, Atos Origin has developed a globally consistent approach to server consolidation and server virtualization based on a proven methodology and tooling. Starting with establishing a solid business case, the server consolidation service, part of Atos™ Infrastructure Solutions, leverages Atos Origin's extensive experience gained through the outsourcing of data centers and associated server consolidations.

The ongoing need for enterprises to reduce IT spending in terms of Total

Cost of Ownership (TCO) and executive change has led to the drive to harmonize IT services and operational processes, with service levels being defined across regional, international or global organizations. There is also a strong trend in the market today towards recentralizing IT. This is driven primarily by concerns regarding IT costs, integration of acquisitions, security and SOX, FDA and other compliancy issues. Furthermore, successful commoditization and consolidation enables these services to be moved offshore even more

### BENEFITS

- > Reduced costs.
- > Reduced diversity and complexity.
- > Improved functionality.
- > Improved flexibility and agility.
- > Improved quality of service.
- > Efficient security management.
- > Simplification of risk management.

**“ATOS ORIGIN PROVIDES A VENDOR AND PLATFORM NEUTRAL PRACTICE FOR IT INFRASTRUCTURE CONSOLIDATION.”**

# SERVER CONSOLIDATION >>

effectively, thus delivering even greater savings.

The advances that have taken place over the last few years in virtualization technology have given extra impetus towards recentralizing IT. This has enabled the rationalization of enterprise IT infrastructures beyond what has previously been possible through consolidation. Virtualization technology also helps to keep costs, as regards disaster recovery and business continuity to a minimum, and many enterprises use it as the first step in a move towards a Utility Based Computing (UBC) environment.

Compliance issues have also seen many enterprises struggling to contain the costs for adhering to regulations such as SOX, FDA, Basel II, HIPAA etc, and it is expected that this will account for some 15% of IT budgets in 2006. Here, a well-structured, standardized and consolidated IT environment can make the implementation and maintenance of systems to support such regulatory requirements less costly.

## GETTING THE BEST VALUE FROM YOUR RESOURCES THROUGH SERVER CONSOLIDATION

These issues can be addressed by an effective server consolidation approach. This allows the efficient use of computer server resources in order to reduce the total number of servers or server locations that an organization requires. It allows enterprises to deal seamlessly and effectively with events such as the end-of-life issues surrounding hardware and software, and delivers a number of key benefits including:

- > Reduced costs.
- > Reduced diversity and complexity.
- > Improved functionality.
- > Improved flexibility and agility.
- > Improved quality of service.
- > Efficient security management.
- > Simplification of risk management.

A leading global IT services provider, Atos Origin has had over 15 year's experience in delivering large-scale server consolidation projects and in providing server consolidation for outsourcing clients as part of our normal transformation activities.

**“PROVEN METHODOLOGIES ENABLE US TO STANDARDIZE ALL AN ENTERPRISE IT ELEMENTS AND PROVIDE SERVICES ON A PAY-FOR-USAGE, “UTILITY” BASIS.”**

### Phase 1

#### QuickScan

1. Workshop preparations
2. Workshop with client using QuickScan tool
3. Analyze data. Define assumptions. Develop scenarios
4. Iterative workshop with client to validate assumptions and scenarios
5. Redefine assumptions and scenarios based on client input
6. Internal review of business case
7. Presentation preparations
8. Presentation to client management
9. Client decision point

### Phase 2

#### Detailed Assessment

1. Workshop preparations
2. Workshop with client to introduce process and confirm input sources
3. Prepare interviews
4. Business situation analysis (interview)
5. Demand and supply organization (one interview per BU)
6. ICT services (one interview)
7. ICT areas (two iterative interviews per platform)
8. Potential data validation (test) the environment
9. Data collection, collation and consolidation

### Phase 3

#### Project Execution

1. Review Business Requirements
2. Network Planning
3. Hardware Asset Planning
4. Application & Software Planning
5. Licence planning (optimization)
6. Data Storage Planning (DAS, SAN, NAS)
7. Backup & Recovery Planning
8. Location Planning
9. Service Delivery Planning
10. Resource & Staff Planning
11. Network Handover/Execution
12. Storage Handover/Execution
13. Backup & Recovery
14. Service Delivery Handover/Execution
15. Support Handover/Execution
16. Project closure

Atos Origin provides a vendor and platform neutral practice for IT infrastructure consolidation. It is based on a consistent methodology and toolset, including the use of our own unique assessment tooling, based on three main phases: a QuickScan, a detailed assessment and the implementation.

All three phases are executed in close cooperation with the client. Built from proven standard procedures, tooling and documentation, and delivered by experienced professionals worldwide, it ensures that the agreed rationalization objectives are delivered on time and on budget. It enables the rapid development of a robust business case, and this forms the basis for a client management decision on whether or not to engage in IT consolidation activities.

During Phase 1 we assist clients to build the initial business case for consolidation using our unique QuickScan tool. We then confirm this business case through detailed analysis, design and planning during Phase 2, implementing this in Phase 3. The service is available as modules and this enables clients to choose, based upon their own unique circumstances, the timing, composition and approach to implementing server consolidation.

### SERVICES THAT CREATE A DYNAMIC ENVIRONMENT

Our server consolidation service covers a number of key areas:

**Server Consolidation** - Merging applications and data onto larger platforms (using server farm consolidation, partitioning, virtualization).

**Storage Consolidation** - Redeploying mass storage on an enterprise level (including backup and archiving consolidation).

**Software Consolidation** - Rationalizing operating system, layered products and database software, e.g. different versions from the same vendor toward one single and up-to-date version.

### SERVER VIRTUALIZATION – INCREASING UTILIZATION, REDUCING COSTS

Server virtualization stops the trend of an ever-increasing number of servers with related costs and risks, but without cutting down on service. Virtualization technology is not new, but the major development is that it is now available for use, and sufficiently proven and reliable, across all technical platforms. This is a key element in allowing Atos Origin to provide a consistent server consolidation methodology across all technical platforms.

Many servers run at very low utilization rates, such as 8-15% for most Windows® servers. Using virtualization, these systems can be combined together on fewer boxes, saving hardware costs. Other areas where server virtualization adds real value are:

**Test environments and Disaster Recovery (DR)** - Test and DR environments are prime candidates for consolidation and virtualization. Virtualization allows test (and development, education and similar) environments to be dynamically created and/or resized within the shared capacity pool. This provides not only flexibility and cuts lead-time, but also minimizes the cost of otherwise static and mostly unutilized test-servers.

**Scalability** - Following strict change procedures, adding new server images or adding physical capacity to the shared processing frame is achieved dynamically, while maintaining interruption-free operations.

**Resilience** - As many servers are consolidated, robustness becomes more critical and consolidated environments are therefore normally configured to include disaster recovery or business continuity by default, providing improved resilience (i.e. improved service levels), in comparison to stand-alone solutions.



## Atos™ Infrastructure Solutions

**Atos™ Infrastructure Solutions provides infrastructure management services ranging from Remote System Management, thru Secure Datacenter Hosting to Utility Services. Proven methodologies for datacenter and server consolidation enable us to standardize all an enterprises IT elements and provide services on a pay-for-usage, 'utility' basis.**

This approach provides the transparency needed to improve user accountability, control IT resource consumption, and enable regulatory compliance. By segmenting user demand, productivity is enhanced through rapidly provisioned, shared services, delivered cost-effectively across an organization.

Atos™ Infrastructure Solutions provides a road map to take your infrastructure from a basic model, requiring regular updates to a dynamic, UBC-based model that delivers an adaptive enterprise.

## ALIGNING IT WITH YOUR BUSINESS OBJECTIVES

To deliver successful server consolidation, Atos Origin believes that partnerships are the most productive way of developing business, with both parties sharing the risks and rewards of the association by working together for future success. This can be most effectively achieved through outsourcing and here Atos Origin is one of the few companies that can provide all the “design, build, and operate” elements of a complete outsourcing solution. This can include managing your data centers, network and desktop support operations. Our outsourcing services are supported by proven organization and methods, processes, and tooling, all of which are ISO 9000 and BS7799 accredited - so you can be sure of consistent service-level delivery, worldwide.

Atos Origin can also leverage its extensive Global Sourcing expertise, providing your organization with the right resources, at the right location, at the right time, with the right price and performance. Its offshore teams

comprise true professionals and ensure an exact match in the skills and commitment to quality that clients require. Atos Origin can also offer you new offshore services beyond application development and maintenance, ranging from application portfolio rationalization to full IT services.

Server Consolidation should always be considered as part of a wider consolidation strategy which can enable you to solve current and legacy issues as well as plan for future growth. Atos Origin has a proven track record in all these areas and has a comprehensive portfolio including distributed consolidation, data center consolidation, application consolidation and IT business consolidation.

For more information  
email [more-info@atosorigin.com](mailto:more-info@atosorigin.com)  
or visit [www.atosorigin.com](http://www.atosorigin.com).

### Atos Origin

Da Vincilaan 5  
B-1930 Zaventem  
Belgium  
Tel 0032 2 712 37 77



CONSULTING > SOLUTIONS > OUTSOURCING

**“SERVER CONSOLIDATION SHOULD ALWAYS BE PART OF A WIDER STRATEGY TO SOLVE CURRENT AND LEGACY ISSUES AS WELL AS PLAN FOR FUTURE GROWTH.”**

Atos, Atos and fish symbol, Atos Origin and fish symbol, Atos Consulting, and the fish symbol itself are registered trademarks of Atos Origin SA. July 2006

Microsoft, Windows XP SP2, Windows 2003 Server, Active Directory, Microsoft Systems Management Server 2003, Microsoft Operations Manager, Microsoft Exchange 2003 and Microsoft Office 2003, are either registered trademarks or trademarks of Microsoft Corporation in the United States and/or other countries.