Advocacy Checklist for VMware Converged Systems

For many application teams, growing business and user demands are hard to meet without the support or resources needed to handle the demand. And due to increasing complexity and technology silos, there are no quick fixes. The answer to these and other technology challenges is converged systems. They meet the rise in demand for IT resources without putting mounting pressure on your staff and budgets. Forrester claims that budget constraints (59%), IT sprawl (46%) and time to provision (38%) are the top 3 IT challenges driving organizations to consider converged infrastructures.¹

This advocacy checklist helps you initiate the converged conversation with business decision-makers, request value-driven IT resources and move your organization to faster results.

**SPEED OF DEPLOYMENT**

Complex, error-prone and time-consuming processes to deploy and manage your physical environment to support your virtual needs can be a real headache without the right support and resources.

The cure is a converged solution that is fully pretested, prevalidated and pre-integrated, with the flexibility to meet your physical and virtual environments needs. It comes to you ready for use. And because it’s a bundled solution, you don’t have to buy and integrate individual components. Here again, Forrester states that 45% of IT decision-makers said centralizing IT resources was their top reason for adopting a converged infrastructure.²

**Advantage:** Converged systems let you serve customers faster and realize a quicker return on investment (ROI) without adding to your staff. It also reduces the deployment phase for new applications by 25% or more. And you can deliver business results quicker. **Check.**

**SIMPLIFIED INFRASTRUCTURE MANAGEMENT**

Fair or not, sometimes the application team is seen as the bottleneck to the business because your infrastructure isn’t agile enough to meet expectations. A converged solution can help you solve these day-to-day problems with centralized management for both virtualized and nonvirtualized environments from a single pane of glass. This capability lets you manage resources, not hardware. In fact, IDC claims that IT decision-makers using converged systems cited fewer management tools and improved IT staff efficiency as the top benefits of convergence.³

**Advantage:** Converged solutions provide better visibility and a deeper understanding of the business impact of data center operations, accelerating modernization and compressing time to ROI. With a single tool, you can manage organizational silos, including multiple data centers. **Check.**

**AUTOMATED MAINTENANCE AND UPDATES**

Server sprawl. Hardware upgrades. Massive data growth. Your team is being called upon to do more without the support or resources you need to do the job right. Then there’s regular maintenance and updates. No wonder there are delays. What you need is a converged solution that provides automated updates of all firmware and assets in your physical environment.

**Advantage:** With ongoing, automated updates of all assets in your physical and virtual IT environment, your IT staff operates more efficiently. And you can rest assured that your infrastructure is always protected. **Check.**

¹ Forrester, Converged Infrastructure, Ready for the Next Phase, September 2013. ² Ibid. ³ IDC, Converged Systems Survey, July 2012.
ONE PLATFORM FOR ALL WORKLOADS

Few things are more challenging than having to manage multiple environments for physical, virtual and cloud applications. Converged solutions allow you to provision physical, virtual and cloud workloads from a single interface. This ensures both commodity and mission-critical applications achieve a high level of performance and scalability with those applications.

**Advantage:** A single interface for provisioning all of your environments improves IT efficiency, performance and scalability to meet evolving business and market requirements. The single platform also enables the use of industry-standard templates to set up physical and virtual replication to support disaster recovery. Check.

DYNAMIC SCALABILITY

Without the proper resources, any application team would be challenged to meet the needs of end users. On the other hand, converged infrastructure solutions deliver the dynamic scalability needed to meet organizational demands for more servers, storage and other IT resources, while ensuring resources aren’t wasted.

**Advantage:** A converged solution allows you to automatically increase and decrease IT utilization as required to improve efficiency and reduce costs, while maintaining high levels of performance and capacity. Check.

FLEXIBILITY

No IT team wants to be locked into a single vendor. Vendor lock-in can increase costs, hinder flexibility and limit support. The best converged systems are designed to integrate with different hypervisors to avoid lock-in and enable multi-hypervisor IT solutions. ESG Research claims that 65% of today’s organizations are running multiple hypervisors, for both business and technical reasons.

**Advantage:** A converged solution gives you seamless integration with various hypervisors and 3rd-party orchestration frameworks, security partners and service delivery platforms, all from a single, familiar tool. Check.

COMPREHENSIVE SUPPORT

It’s one thing to purchase a converged solution. It’s quite another to get the kind of support you need once it’s up and running. Go with a provider who delivers level 1 through 3 support for all components in its converged infrastructure systems, including switches, servers, storage and software.

**Advantage:** With this level of support, you receive true single-group backing. When an issue arises, your IT team makes one call and a Hitachi support specialist will guide you to a rapid resolution.

If incremental change is undermining your ability to deliver business results today, what will tomorrow look like? Not only will a converged solution from Hitachi help you to solve your day-to-day problems, but it will also increase the efficiency of your applications so the business gets what it wants faster. And converged solutions are actually more cost-effective than simply bolting on cheaper one-off solutions.

**One Platform. Zero Worry.** Want to simply management and support, enable continuous availability and scale to meet mission-critical business needs? Find out how HDS converged solutions can help simplify your processes by providing single-pane visibility of physical, virtual and cloud infrastructures today.

*IDC, Converged Systems Survey, July 2012.*