

# 7 Ways to Advocate Converged Systems with IT Decision Makers

You know firsthand that it's hard to meet growing business and user demands without the proper support or resources. To solve this, you want to move your organization to converged infrastructure to meet rising demand for IT resources without putting mounting pressure on your staff and budgets.

# How can you get buy-in for converged systems at your organization?

This quick guide will help you initiate the conversation with decision-makers so that you can request value-driven IT resources and move your organization to faster results.



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.<sup>1</sup>

## 7 key points that will help you advocate converged systems:

1	Fast to Deploy	└	5	Dynamic Scalability	└
2	Simplifies IT Infrastructure Management	└	6	Easy to Integrate	└
3	Automates Maintenance and Updates	└	7	Comprehensive Support	└
4	One Platform For All Workloads	└			

## Fast to Deploy

### Challenge:

The processes needed to deploy and manage our physical environment to support the virtual environment are complex, error-prone and time-consuming.

### Solution:

A converged platform that is fully pretested, validated and integrated, with the flexibility to meet the needs of both physical and virtual environments. Because it's a bundled solution, you don't have to buy and integrate individual components - converged systems come ready for use.

Forrester states that

45%

of IT decision-makers said centralizing IT resources was their top reason for adopting a converged infrastructure.<sup>2</sup>

## Advantage:

Converged systems let you serve customers faster and realize a quicker return on investment (ROI) without adding staff. Converged infrastructure systems also reduce the deployment phase for new applications by 25% or more. And you can deliver business results quicker.

# Simplifies IT Infrastructure Management

## Challenge:

Fair or not, sometimes the application team is seen as a bottleneck to the business because your infrastructure isn't agile enough to meet expectations.

## Solution:

A converged infrastructure platform can help 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.

IDC claims that IT decision-makers using converged systems cited fewer management tools and improved IT staff efficiency as the top benefits of convergence.<sup>3</sup>

## Advantage:

Converged systems provide better visibility and a deeper understanding of the business impact of data center operations, accelerate modernization and compress time to ROI. With a single tool, you can manage organizational silos, including multiple data centers.

## Automates Maintenance and Updates

### Challenge:

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 you still have to perform regular maintenance and updates. No wonder there are delays.

### Solution:

A converged infrastructure 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.

# One Platform For All Workloads

## Challenge:

Few things are more challenging than having to manage multiple environments for physical, virtual and cloud applications.

## Solution:

Converged systems allow you to provision physical, virtual and cloud workloads from a single interface. This ensures both commodity and critical applications achieve a high level of performance and scalability with those applications.

## Advantage:

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

## Dynamic Scalability

### Challenge:

Without the proper resources, it's challenging for application teams to meet the needs of end users.

### Solution:

Converged infrastructure systems deliver the dynamic scalability needed to meet organizational demands for more servers, storage and other IT resources, while ensuring that resources aren't wasted.

### Advantage:

Converged systems allow you to automatically increase and decrease IT utilization to improve efficiency and reduce costs, while maintaining high levels of performance and capacity.



## Easy to Integrate

### Challenge:

No IT team wants to be locked into a single vendor. Vendor lock-in can increase costs, hinder flexibility and limit support.

### Solution:

The best converged systems are designed to integrate with different hypervisors to avoid lock-in and to enable multi-hypervisor IT solutions.

ESG Research claims that 65% of today's organizations are running multiple hypervisors, for both business and technical reasons.<sup>4</sup>

## Advantage:

Converged systems give you seamless integration with various hypervisors and third-party orchestration frameworks, security partners and service delivery platforms — all from a single, familiar tool.

## Comprehensive Support

### Challenge:

It's one thing to purchase a converged platform. It's quite another to get the kind of support you need once it's up and running.

### Solution:

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 guides you to a rapid resolution.

## Here are some key talking points to remember:

### Think Long-Term

If incremental change is undermining your ability to deliver business results today, what will tomorrow look like?

### Speed to Achieve

Not only will a converged infrastructure platform from Hitachi help you to solve your day-to-day problems, it will also increase the efficiency of your applications so the business gets what it wants faster.

### Save Money

Converged platforms are actually more cost-effective than simply bolting on cheaper one-off solutions.



You're now ready to advocate for converged systems!

## What's next?

You know that a converged infrastructure will solve your IT pain and now you need to choose a platform. To help you decide, we've put together a list of the top 10 reasons to choose Hitachi as your converged platform provider.

[Why Choose Hitachi?](#)

## Looking for more information on Converged Infrastructures?

Learn more at the Hitachi Data Systems Knowledge Hub.

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