
Technology Solutions

Professional Services

Managed & Support Services



Virtualisation Solutions

Business driven IT Solutions and Services



www.keltec.co.uk

Virtualisation Solutions



Benefits

- Green benefits – less power consumption
- Increased flexibility
- Greater manageability
- Greater security
- Lower operating and total cost of ownership costs
- Enhanced productivity
- Simpler and more cost-effective DRP
- Reduced system complexity

Introduction

Do a simple calculation – work out how often each dedicated server in your data centre actually runs at anything near, say 80% capacity. Not many – if any.

In the past, individual functions and departments have clamoured for more power to run an extra and vital business application. They also want a server of their own so that there is no interference from other applications. Yes, it has been easy to throw an additional server into the server pool. Cheap enough to buy, but now proving very expensive to run and maintain.

Believe it or not, the average company only gets 20%* utilisation out of its servers. Do they need that spare capacity just in case they cannot cope during crunch times? The answer is possibly but it is unlikely that 80% will be required. No one wants to be constrained by lack of computing power when it is needed, so companies have been willing to pay the price of having such a 'just in case' IT strategy.

Virtualisation has arrived - for desktops, servers, applications, networks and storage - and with it has come better and less expensive utilisation of IT resources.

Implementing virtualisation is a journey. Addressing the consolidation and management issues at every level of the system architecture will be completed step by step. At every stage, the resources will be better utilised, the service levels will be maintained, flexibility will be built in with a simple management interface and there will be a reduction in complexity.

Realising the benefits to be delivered needs an understanding of the requirements so that there is a clear route forward. Working with Keltec will enable you to:

- Prioritise the opportunities that can be addressed
- Identify the best virtualisation solutions with which to embark on the journey to virtualise the system architecture
- Select the most appropriate partners with which to work

* Source Gartner (2004)

Virtualisation Solutions

What Keltec does?

We know that virtualisation is still an unknown for many organisations and many people are unsure of how far they should travel down the virtualisation road.

Some vendors say virtualise everything. We do not. It depends on your business needs and your IT infrastructure. Call one of our consultants in for an honest appraisal of what role, if any, virtualisation can play in your IT environment.

As specialists in the field of virtualisation, our consultants will sit down with you to find out your business needs and how your IT can better serve them.

Only after the careful analysis and review exercise has been undertaken with you will we design and draw up a virtualisation route unique to your business needs.

Working with our global partners – Hewlett Packard, Sun Microsystems, Microsoft, VMWare, Platespin and DataCore – we will implement your solution to our strict standards and methodologies.

Your journey towards virtualisation does not end there. Once implemented to the highest industry standards, we will help you manage and support your new environment through our Managed Support Services and ensure you maximise the benefits of your new investment.

How we strive for excellence

Our stringent adherence to our best practice AAIMS methodology ensures that we understand your needs and environment thoroughly before our consultants design your solution. That methodology is then closely aligned to the Prince2 project methodology to give you the assurances that the implementation is properly managed every step of the way.

Getting to know your business and its IT needs also means that the solution we develop is an unbiased one and that your journey or migration to virtual systems will be gradual, seamless and successful.

Once implemented, we can continue to monitor and proactively guide you with the workload conditions of your systems, helping to move the workloads from physical to virtual, virtual to physical as and when needed and without any disruption to service delivery.

What we offer

Virtual Desktop Infrastructure

Your whole desktop population can be virtualised. Think about it, no more trying to manage and maintain 100s or 1000s of PCs spread throughout the organisation. With a virtualised Blade PC centralised environment, they would all be housed in a few enclosures no larger than the size of typical filing cabinet.

Despite their new reduced footprint, they can deliver the same, if not more power to users, and through virtual storage, all your corporate data can be safely stored on a Storage Area Network and becomes part of the enterprise backup and restore strategies – much less of a management overhead and headache than when you run a distributed environment.

Server Virtualisation

Our professional consultants will design, develop and implement either a totally new deployment for you or help you migrate from existing infrastructure. Your new server infrastructure is commissioned as virtual machines with redundant physical and virtual networking.

These virtual machines can support most of the operating systems and applications in the business field. Where they are not suitable for a virtual environment, we will guide you through the alternatives.

Application Virtualisation

Not everyone thinks of applications in the same context as the virtualisation of your physical IT assets, but it is now a proven method of managing and securing the applications which, like the servers and desktop systems they run on,

have spread uncontrollably across the enterprise.

With Application Virtualisation, instead of installing and managing applications for each user, they are streamed on-demand from a local or remote network. They are easily managed self-contained exe files with complete isolation from the operating system they run on.

Network Virtualisation

By its very nature the total virtual journey is network-based and dependent both remotely via a wide area network and on-site via the local area network. Maximum services must be a given, but, as with servers and storage, there is no point in adding more – in this case the pipeline – to meet demands. Rather use what you have better. That is what Network Virtualisation is about.

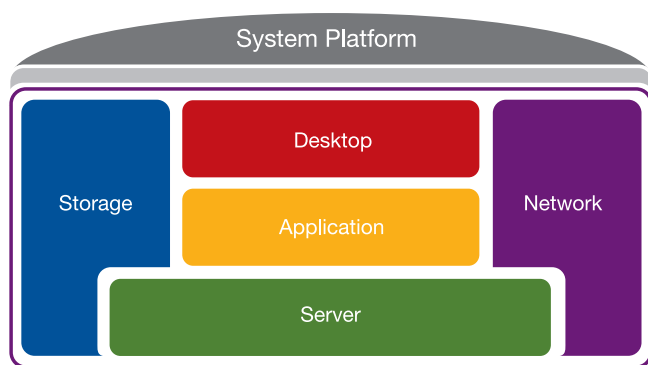
Network Virtualisation optimises network bandwidth by providing a reliable means of accelerating interaction between the desktop, servers and storage devices by adding a simple device either end to manage data flow without the expense of adding extra bandwidth.

Storage Virtualisation

It is all about the data – how it is stored, accessed and retrieved. As data has exploded, the solution has been to add more storage devices. However cheap the cost per gigabyte storage has become to buy and implement, managing the data in different systems has become a nightmare and usage wasteful.

Virtualisation consolidates your storage resource pools into one or two systems, easily managed with data usage stored safely and prioritised automatically so that data used most frequently can be quickly accessed. It simplifies storage management and access practices, obviates data duplication, slashes power usage, facilitates disaster recovery plans, enhances ‘save everything’ compliancy regulations, and boosts your return on storage investments – past and future.

Virtualisation across the System Architecture



5 levels of Virtualisation



Virtualisation Solutions

Our partners

The combination of our own best practice consultation and design methodology and the integration of industry-leading virtualisation products from our global partners, results in successful virtualisation projects.

Hewlett Packard

HP is acknowledged as the leader in being able to offer total hardware solution across the virtualisation field. This includes Thin Clients, Blade PC, Blade Workstations, Servers and Storage.

VMWare

Like HP – a leader in its field and an enabler of virtual infrastructure technology. More than 20,000 global corporate customers depend on VMWare solutions for server consolidation, business continuity, improved software development, testing and desktop manageability and security.

Keltec is an established and accredited partner of VMWare – now part of storage giant EMC. We build VMWare virtualisation capabilities into our desktop infrastructure, server consolidation, software lifecycle automation business continuity and disaster recovery solutions.

Platespin

To make sure that you have the tools necessary to manage the data in your data centre more effectively and efficiently, Platespin has a range of industry-leading management solutions that help you reduce costs, optimises data, and lets you migrate easily between physical, virtual and image environments.

DataCore

DataCore Software Corporation is the leading provider of storage virtualisation and management software. It has pioneered and continues to advance the state of storage virtualisation, establishing numerous long term customer relationships, winning major contracts and OEM agreements.



Green panel

All organisations have to demonstrate their awareness and contribution to 'green' issues. Use of power, disposal of electronic and other goods, emissions into the atmosphere all come into play. Power and cooling costs, across the lifecycle of servers and storage, are equivalent to the purchase price of the equipment. With increasing energy costs, the costs of power and cooling are expected to rise over the next 5 years.

Consolidating system resources by introducing virtualisation will make a significant contribution to the environmental credentials of running systems,

In the data centre and within offices, the reduction in servers and disk arrays leads to a decrease in power and cooling needs and costs.

The investment in virtualisation will enable the CIO to demonstrate that the evolving system infrastructure is making a contribution to reducing the organisation's carbon footprint.

Virtualisation results in:

- Less power used
- Less hardware to dispose of when being replaced
- Less cooling as it is easier and cheaper to cool a system centrally
- Less wiring and infrastructure
- Less desktop and office space

With virtualisation less means more.



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