

# Lower your TCO with VMware and Zones Professional Services

## Get Big Dividends

The savings and value gained by virtualizing your data center are immediately qualitative. VMware® meets all essential business requirements of this undertaking.

- Delivers a platform for shared IT services
- Incorporates a complete management solution
- Integrates with an entire existing infrastructure
- Built on a robust, proven foundation, with over 130,000 VMware customers and counting

A VMware virtualization infrastructure also pays big dividends over the long term by helping reduce total cost of ownership (TCO) in the server environment and providing almost an immediate return on investment (ROI).

## Look Inside TCO Numbers

As proven by thousands of organizations that have chosen VMware virtual Infrastructure software, you can dramatically reduce the TCO of x86 servers, providing a rapid ROI in virtual infrastructure. Three categories of costs contribute to server TCO: hardware and software, IT operations, and downtime.

### Lower Hardware Costs

Virtual infrastructure makes cost savings possible by partitioning server resources so multiple virtual machines (VMs) can run simultaneously on a single server.

Realize significant savings in many ways:

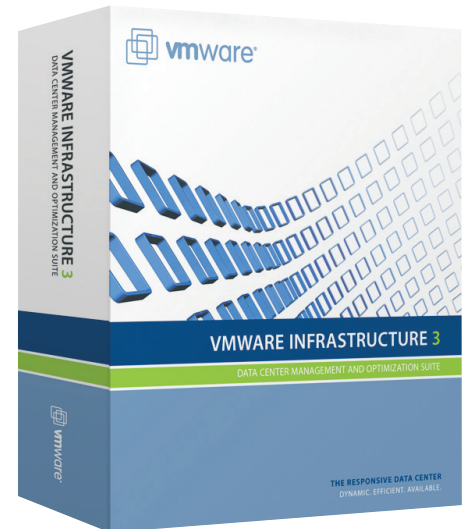
- Reduce the number of servers required to support computing
- Avoid the server duplication required for disaster recovery
- Maximize VM density per physical server, VMware commonly runs twice the VMs than competing solutions
- Eliminate costly support contracts for legacy hardware

### Lower Operational Costs

VMware virtual Infrastructure software makes it possible to realize significant reductions in IT operations costs.

VMware customers report reducing operational costs by up to 70%. Among the ways that VMware makes this possible:

- Bring down infrastructure costs by sharing network and storage resources
- Reduce data center power and cooling costs
- Increase administration efficiency by centralizing, automating and streamlining common tasks



### Lower Downtime Costs

Downtime, whether planned or unplanned, has real cost and revenue consequences for your organization.

VMware virtual infrastructure helps you avoid and reduce downtime costs by enabling you to:

- Move live, running virtual desktops from one host to another when doing routine maintenance
- Reconfigure virtual hardware in a few minutes from the VMware software console
- Migrate running applications away from servers that show indications that they are likely to fail
- Rapidly recover and restart hardware-independent virtual machines

- World-class IT reseller nationwide for more than 15 years
- Lowering cost of IT procurement through strategic partnerships and automated systems
- More than 175,000 IT products from leading manufacturers, including Symantec, IBM, Lenovo, HP, Cisco and Microsoft
- Chosen as primary IT supplier by many Fortune 1000 companies

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## Uncover What the Numbers Don't Show

By taking a broad view of your VMware purchases through TCO and ROI analyses, you benefit by understanding a more complete picture. And you may uncover other benefits not quantified in your analysis, including new efficiencies and improvements that can be made.

- Reduce costs by consolidating idle resources and redeploy those resources on new projects
- Increase efficiencies in IT operations
- Improve time to implementation of new services
- Extend backup and disaster recovery capabilities to the desktop
- Provide adequate security for endpoint data, especially when stored on mobile devices
- Build cost-effective and consistent development and test environments
- Reduce costs in technical support, training, and maintenance
- Maximize employee productivity

## Lower Your TCO

Get the financial & technology benefits of a VMware Infrastructure. Plus, save time and money by using VMware's software licensing program. Your Zones account executive and licensing experts can lead the way.

# Get a clear view of your virtual opportunities

Zones Professional Services and the VMware professional services teams are working together to consistently deliver comprehensive solutions that help organizations assess, plan, build, and manage VMware Virtual Infrastructures.

## A Focused Set of Assessment Services

The services provided by Zones will better prepare you to roll out your VMware Virtual Infrastructure:

- **Assess current infrastructure** capacity
- Identification of server **consolidation and virtualization opportunities**, including identifying existing hardware that could be repurposed
- Financial analysis consisting of budget **planning** and **scheduling**, **return on investment (ROI) analysis**, and **total cost of ownership (TCO) analysis** based on your data

## Beyond the Assessment

Zones Professional Services will assist with your virtualization project, from step-by-step procedures for building the systems to clear, repeatable processes for managing your virtual infrastructure. Here are some of the services we provide:

- Develop a project plan for deployment
- Arrange for any required temporary staffing
- Handle procurement of hardware and software
- Test the installed virtual infrastructure
- Train your organization's technical team
- Arrange for asset disposition

**Accelerate the success of your VMware deployment.** You will receive proven best practices and guidance by virtualization experts who assess, plan, design, build and optimize virtual infrastructure environments. **Call your Zones account executive today for more information.**

