Quantify the business value of consolidation

There are many reasons to pursue IT consolidation, including cost efficiency, manageability, security, and flexibility. However, measuring and articulating business value across your data center and geographically distributed offices requires a deep understanding of application, storage, and server optimization strategies, as well as a focused approach to discovering where and how your business will benefit.

Riverbed® Professional Services (RPS) offers a Consolidation Optimization Assessment to equip you with the data and insight you need to plan for and communicate the business value of server, storage and application consolidation. The service assesses your business service objectives, provides a high-level baseline of your network and application landscape, and identifies opportunities for infrastructure consolidation and optimization improvements. The assessment will show you how to quantify the results of your consolidation project in terms of:

- Reduced administrative cost and complexity
- Increased agility, flexibility, and resiliency
- Decreased capital costs
- More efficient and reliable data backup/recovery
- Improved data protection and security

Key benefits

- Build a business case for application service, server, and storage infrastructure consolidation
- Ensure business alignment and executive sponsorship for future-state investments
- Gain valuable insight into your specific environment for fact-based IT decisions
- Identify risks and competency gaps before production deployment or migration to consolidated systems

Achieve business and IT alignment

Managing infrastructure and application services for business value requires a top-down approach that starts with an understanding of what business constituencies need from information technology and why. The value of any technology comes from the realization of how its function, cost, and quality come together to deliver benefits to those that consume it.

Consolidation initiatives touch business functions across the organization, which means that the success of the Consolidation Optimization Assessment Service is dependent on the accessibility and participation of both business and IT personnel. RPS ensures alignment and avoids business and IT silos by addressing each component of a four-layer framework: business, information, application and infrastructure.
CONSOLIDATION OPTIMIZATION ASSESSMENT SERVICE

Service overview

Using this four-layer framework, the assigned RPS consultant will complete the Consolidation Optimization Assessment Service through three phases.

Phase 1: Information Collection
- Conduct on-site personal interviews with appropriate executives and business owners, enterprise architects, and infrastructure service managers utilizing predefined methodologies
- Identify purposes, values, strategies, drivers, risks, goals, requirements, and standards for each level of the four-layer framework
- Collect pertinent IT environment information using predefined inventory templates (network, applications, servers, storage, backup)

Outcome: Comprehensive understanding of existing infrastructure design, business success factors, and financial decision-making criteria.

Phase 2: analysis
- Aggregate and analyze data collected in phase one
- Establish a baseline for the current environment
- Identify potential infrastructure consolidation and optimization improvements
- Document results and recommendations into presentation format

Outcome: Preparation of reports.

Phase 3: presentation of findings
- On-site presentation of results and recommendations to customer committee
  » Executive Summary Report
  » Comprehensive Consolidation Optimization Assessment Report

Outcome: Interactive verbal and written transfer of information; identification of next steps.

Scope and pricing

The Consolidation Optimization Assessment Service is a packaged service that includes a combination of two days on-site (initial interviews, report presentation) followed by off-site activities to complete analysis, request additional data that may be required, and prepare the report. The service is designed to address the following consolidation scenarios:

1. Server and storage consolidation
2. Elimination of remote backup
3. Secure edge data
4. Distributed virtual desktop infrastructure (including application service consolidation)

RPS offers related performance assessment and readiness planning services that utilize live network and application data for thorough baselining, discovery, and dependency mapping. These complementary services, which can be separately scoped and priced upon request, provide additional fact-based environmental performance and usage details to ensure decisions are made with the most accurate level of data at hand. Contact your RPS sales representative for further information or send your inquiry to proserve@riverbed.com.

About Riverbed

Riverbed delivers performance for the globally connected enterprise. With Riverbed, enterprises can successfully and intelligently implement strategic initiatives such as virtualization, consolidation, cloud computing, and disaster recovery without fear of compromising performance. By giving enterprises the platform they need to understand, optimize and consolidate their IT, Riverbed helps enterprises to build a fast, fluid and dynamic IT architecture that aligns with the business needs of the organization. Additional information about Riverbed (NASDAQ: RVBD) is available at www.riverbed.com.