

Consolidating your servers with VMware VI3 could reduce the total cost of server ownership by 30-70%

Consider virtualization if:

- You are considering a server or storage purchase
- You are considering creating / migrating to a new datacentre
- You are considering new server management tools

You should virtualize if:

Your typical x86 server utilisation is less than 15%

You incrementally provision one or more new servers for every new application

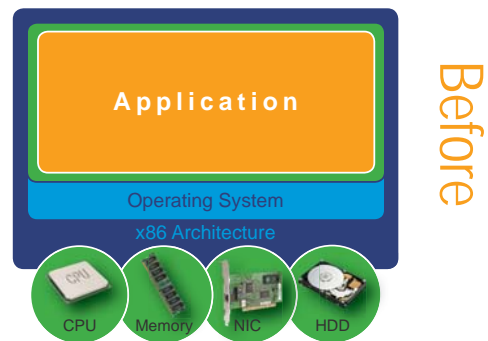
You are unhappy with your organisation's ability to respond quickly to new business needs requiring provisioning of new servers

Your IT spending is tight because of expenses associated with hardware purchases, maintenance and facilities costs

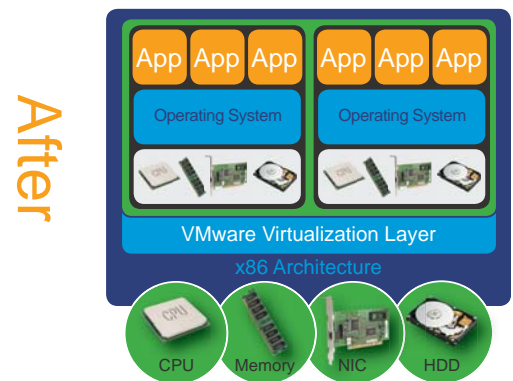
You would like a proven method for reducing total cost of server ownership

How does it work?

Pain points:	Consolidation benefits
Difficulty capacity planning for future projects	Leverages hardware investments creating ample resource supply
Costly but underutilised hardware resources	Dramatically improves resource utilisation to efficiently use server resources
Poor return on investment	Less than six month ROI is not uncommon
Backlog of new IT projects demanded by business managers	Time saved on management and provisioning allows IT labour to focus on critical projects
Budget constraints	30-70% TCO reduction provides budget flexibility



VMware Virtualization



Key Points

- Reduce TCO by 30%-70% by virtualising applications and thus reducing the number of servers needed.
- Reduce time to provision, move, and repurpose servers by using virtual machines that are already created and hardware-independent.
- Consolidate hardware needed, achieving ratios of 8:1 – 30:1. Achieve higher server utilisation rates of up to 80% instead of typical rates of 5-15%. Optimise the utilisation of every server.
- Dramatically lower power and cooling costs when fewer servers are needed to do the job.