

## Server Virtualisation from Kavanagh

Server virtualisation from Kavanagh is a total solution which enables companies to consolidate Data Centre systems and simplify their management, reducing the total cost of ownership. Kavanagh's services cover the entire process from capacity planning assessment to design, deployment and management of the solution.



### THE CHALLENGES

**As companies grow, IT departments must continuously add computing capacity. Traditionally, for good reasons, this would involve adding new servers. But doing so has inherent disadvantages:**

- ◆ It is standard practice to run one application per server. But studies by independent experts estimate that this results in an average utilisation of less than 10%, a staggeringly low figure when many companies are trying to lower the cost of IT.
- ◆ There is a lack of flexibility, because applications cannot be moved between vendors' machines without being rebuilt.
- ◆ Server sprawl adds further costly overheads in terms of space and the resource needed to manage it.
- ◆ The data centre will eventually become full, making it impossible to add a new server. The impact of that extra server now becomes critical, potentially involving the establishment of a new data centre.
- ◆ Environmental pressures are increasing and new legislation to reduce energy use is in the pipeline. Also, energy costs are rising steeply. Companies have to take any steps they can to avoid adding to their energy consumption unnecessarily.

### CHOOSING THE RIGHT SOLUTION

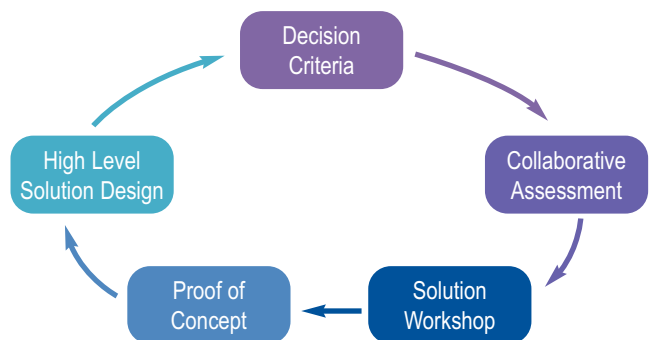
Kavanagh's server virtualisation solutions overcome these problems by providing a highly scalable virtual machine platform, including advanced resource management capabilities, so that organisations can rapidly deploy new systems as business needs arise and raise utilisation rates up to as much as 80% for x86 servers. Most importantly, this improvement in the efficient use of resources is crucial to driving down energy consumption, which is now a major business priority.

Kavanagh has the knowledge and expertise of all the leading vendors that offer server virtualisation platforms including VMware vSphere, Microsoft Hyper-V and Citrix XenServer. This means Kavanagh is not tied to one vendor and can provide the most appropriate and cost-effective solution according to customer requirements and, in turn, deliver an improved return on investment.

Furthermore, Kavanagh has alliances with many third-party vendors to assist in the planning, adoption and management of a virtualised environment. Kavanagh utilises a range of tools from vendors such as Veeam, PlateSpin, ToutVirtual and TripWire to optimise the performance of virtual and physical assets to further drive down the total cost of ownership.

### THE KAVANAGH APPROACH

Kavanagh's extensive experience of providing effective virtualisation solutions has led to the development of the following structured set of services that are designed to ensure well-informed decisions and rapid ROI. Some or all of these services can be used by clients.



Clients have found that these services deliver substantial benefits, by identifying opportunities for consolidation and efficiency improvement, in addition to finding the most suitable server virtualisation solution.

#### Determining decision criteria

This service sets weighting factors that reflect the client's requirements and constraints with regards to the virtualisation solution, such as the degree of change to the infrastructure that would be acceptable, or the desired maturity level of the products employed. These metrics will later be used to assist the decision making process and ensure the best fit for the organisation's needs.

#### Collaborative assessment

The elements of this process include interviews with key IT staff and business representatives, plus the collection of data for capacity planning. A comprehensive report of all findings is produced, which identifies the level of virtualisation that is potentially achievable and where infrastructure consolidation can take place. The required levels of functionality, service availability and disaster recovery are also specified.

#### Solution workshop

The workshop format is a highly effective technique for combining Kavanagh's experience and technical expertise with the client's knowledge of their business to arrive at the best possible solution. The key inputs to this process are the decision criteria and assessment report produced previously. The deliverables from this activity document the logic applied to the decision-making process and outline the proposed solution together with projected cost savings.

#### Proof of concept

Piloting the solution with a proof of concept project is an excellent way to mitigate risk by demonstrating the chosen technology and assessing the benefits before making a major investment.

#### Solution design and implementation

Kavanagh has a long and successful track record of implementing major IT infrastructure projects of all sizes and types. Working closely with the client, Kavanagh's technical experts and project managers are skilled at ensuring that essential knowledge is transferred while achieving delivery on time, within budget and with minimal disruption to the business.

**Kavanagh delivers a wide range of innovative IT solutions and services to its enterprise clients and helps organisations gain the maximum value from their IT assets. If you would like to find out more, please email us at [kavanagh@kavanagh.co.uk](mailto:kavanagh@kavanagh.co.uk) or call us on 01344 407977.**

## BENEFITS OF SERVER VIRTUALISATION

With Kavanagh's server virtualisation solutions you benefit from:

- ◆ Increased utilisation of up to 80%
- ◆ The ability to deploy new servers in minutes
- ◆ The capability to vary the computing resources an application uses based on its requirements during the day, week or month
- ◆ Not having to size for peak loads - resources can be dynamically assigned
- ◆ Hardware independence
- ◆ Increased flexibility and zero downtime maintenance – virtual machines can be moved across servers when required
- ◆ Dramatically reduced cost of disaster recovery as a unified disaster recovery platform can be created

## WHY KAVANAGH?

Kavanagh has built its business and reputation on designing, delivering and supporting enterprise-class data centre solutions. This wealth of experience and technical expertise feeds into our server virtualisation services to ensure organisations are able to optimise their current assets and maximise the benefits of their IT investment.

- ◆ Extensive experience of designing and deploying a wide range of IT infrastructure solutions which maximise return on investment
- ◆ Deep understanding of server virtualisation techniques and solutions and a completely agnostic attitude to technology
- ◆ Well thought out services designed to ensure that technical solutions genuinely meet agreed business objectives
- ◆ A collaborative approach to requirements analysis, capacity planning and solution design which builds strong relationships
- ◆ Ability to design, supply, configure, install and support the complete solution, including the hardware, for rapid time to benefit
- ◆ Absolute commitment to the client and a long term approach to partnership
- ◆ A holistic approach to a virtualisation strategy – server, storage and desktop

#### Kavanagh's Strategic Partners:

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