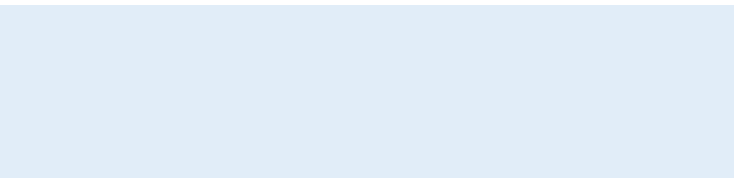




# Virtualization Services



DATA CENTER SOLUTIONS

Enabling Your IT Infrastructure

With in-depth knowledge and expertise of both proprietary and open source virtualization technologies, including VMware, Xen, Virtual Iron, and Microsoft Virtual Server, we objectively assess and deploy the optimal solution to fit your environment and meet your strategic goals. Our approach is to take a holistic view of your environment and to support the entire virtualization technology life cycle – from planning and assessments to design and implementation as well as ongoing management, training and support.

## Maximize Server Utilization and Reduce Costs with Virtualization

With the rise of Linux and Windows in the data center and the proliferation of less expensive x86 servers, many IT organizations are challenged to efficiently manage and optimize increasingly complex, heterogeneous IT environments. These factors, as well as a prevalence of dedicated application servers, have culminated in highly distributed and often underutilized server environments.

Many companies are turning to virtualization technology as a way to maximize server utilization and significantly reduce the number of systems they have to manage and support. Some of the key benefits to virtualization include:

- Server Consolidation
- Lower Hardware, Software, Support and Facilities Costs
- Increased Server Utilization
- Improved Operational Efficiencies, Flexibility and Scalability
- Increased Speed to Deploy New Servers and Applications
- Reduced Vulnerability and Improved Security
- Enhanced Disaster Recovery and Business Continuity

By enabling server consolidation, virtualization can significantly lower costs. Reducing the number of physical servers cuts down on the amount of hardware and potential OS licenses required. Ongoing operational costs in terms of server administration, management and maintenance are lowered. Reduced power, cooling and physical space requirements also contribute to cost savings.

## Akibia's Virtualization Solution

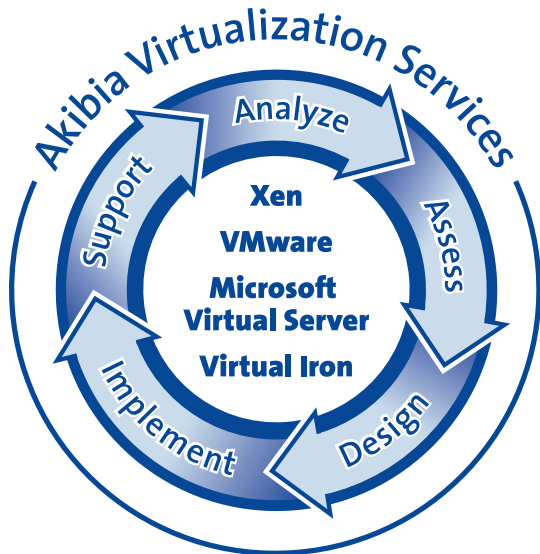
### ANALYZE & ASSESS

As part of the assessment phase we analyze your current environment as well as your business and technical objectives to determine if and where it may make sense to leverage virtualization. After assessing key business drivers and critical performance data such as current utilization rates, workloads and management schema, we provide a design plan detailing various options to migrate to a more cost-efficient virtualized environment and comprehensive ROI analysis.

## ARCHITECT & DESIGN

Akibia custom-designs a total virtualization solution that reflects the unique IT requirements and goals identified in the assessment phase, utilizing established best practices and industry expertise.

We provide a detailed project plan and timeline that outlines the specific servers to be virtualized and the overall design of the new environment. We ensure that the new design is easy to deploy and manage, minimizes the impact to current operations, and is scalable and flexible enough to adapt to future requirements.



## IMPLEMENT

Akibia's consulting team works closely with the customer to efficiently test, validate, configure, implement and integrate the new infrastructure design. We build a proof of concept pilot and test all aspects of the design. Once validated, Akibia migrates the identified physical servers to the new virtualized infrastructure. We also verify that the newly delivered infrastructure meets the performance criteria established in the design phase and we performance tune as necessary. Finally we document the design and how to support it in a comprehensive operations guide.

## SUPPORT

One of the key benefits Akibia provides is customized education and training on how to effectively manage and support the new infrastructure. Alternatively, if you wish to outsource the ongoing support and maintenance we offer 24x7 support of your virtualized environment.

## Leverage Akibia's Expert Professional Services Team

With 20 years experience optimizing, managing, securing and supporting complex, mission-critical data center environments for leading global companies, Akibia is uniquely suited to objectively assess, design, implement and support the right virtualization solution to meet your needs.

- **Our Data Center Expertise** – Akibia has in-depth knowledge across a wide range of data center platforms and technologies – including Sun Microsystems, Hewlett-Packard and Dell, as well as Solaris, HP-UX, Windows Server, Red Hat Linux, SUSE Linux, VMware, Xen, Virtual Iron and Microsoft Virtual Server.
- **Our Customers** – With years of experience supporting complex, multivendor, multi-platform data centers we have worked with some of the most demanding, high-availability data centers in the world.
- **Focus on Service** – We are focused on providing the best possible customer experience. Our services philosophy is premised on enabling and empowering the customer and delivering a solution that meets your unique needs. We partner with our clients to gain a thorough understanding of your goals and are committed to delivering the highest level of service.
- **Proven Methodology and Best Practices** – Our expert team of consultants and project managers utilize industry best practices and Akibia's proven methodology to deliver a solution that ensures your current and future needs are met, leveraging technology, people, processes, policies and procedures.

## About Akibia, Inc.

Akibia provides innovative IT solutions that enable leading companies worldwide to optimize, secure, manage and support their mission-critical data center and security infrastructure. Combining expert consulting, integration and support services with world-class customer service, Akibia helps IT organizations maximize the value of their existing infrastructure, while mitigating risk and reducing complexity. Founded in 1988, Akibia is an independent IT services company with offices throughout the United States and Europe. For more information, please contact us at 1-866-4-AKIBIA (425-4242) or at [info@akibia.com](mailto:info@akibia.com). To contact our European Headquarters, please call +31 (0) 318 581950.

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