

Efficiency. Control. Choice.

Accelerate the journey to private cloud

Using the Vblock platform, VCE coalition services help you to:

Transform IT into a strategic service provider

Increase business agility and accelerate time to market

Accelerate deployment of applications and enable scaling across IT infrastructure

Reduce capital and operational expenses

Virtual Computing Environment Coalition Services At-a-Glance

Cloud Computing Services: Are They For You?

In today's global economy the pace of business is relentless. To be successful, an enterprise must always be open for business and be accessible from anywhere. To respond rapidly to new challenges and opportunities, enterprises need an infrastructure that provides greater flexibility and agility than ever before. Achieving this vision is the principal reason that many executives are examining the promise of cloud computing.

Cloud Computing Defined

Cloud computing is a flexible and economical model for delivering IT services. Based on virtualization technology and web-based delivery, cloud computing provides the agility needed to respond to ever-changing market opportunities and business requirements. It brings together business strategy, architecture, and operations to increase IT's contribution to business value. Cloud computing has a profound effect on business by helping you to manage your information, lower your business risk, and reduce expenses.

VCE Coalition Services Accelerate the Journey to Private Cloud

Cisco and EMC®, together with VMware®, have formed the Virtual Computing Environment (VCE) coalition to accelerate adoption of massive virtualization and private cloud infrastructures. This coalition represents an exceptional level of joint collaboration, services, and partner enablement that takes the risk out of the infrastructure virtualization process as enterprises move to private clouds. From private cloud advisory and strategy services to Vblock design and implementation services, these services deliver the breadth and depth you need to help transform your data center infrastructure, lower costs, and achieve greater flexibility and agility.

The VCE coalition services to enable private cloud combine Cisco® networking and compute expertise, EMC information management expertise, and VMware virtualization expertise. Together the coalition uses proven methodologies and best practices to:

- Define the scope of your initiative and build the business justification for the transformation to private cloud.
- Bring together stakeholders to define strategy and develop an architecture that is right for your business.
- Address governance, technology, and operational issues to plan an on-demand service model that eliminates unnecessary IT investment.
- Design and deploy a highly scalable Vblock architecture to achieve the benefits of pooled resources.

Once the Vblock solution is deployed, VCE's seamless support experience simplifies the support process and reduces time to resolution.



Virtual Computing Environment Coalition Services to Enable Private Cloud

The VCE coalition services to enable private cloud use the combined knowledge, experience, best practices and service methodologies of industry leaders in networking, storage, and virtualization to facilitate and accelerate the transformation to virtualized data centers and private clouds. The following service offerings are available:

Executive Advisory Services

Private Cloud Strategic Impact Advisory Service

- Alignment of private cloud and enterprise business strategy
- Prioritized list of IT goals for private cloud
- Anticipated private cloud benefits

Cloud-based Business Advisory Service

- Alignment of private cloud, new products, and service business strategies
- Identification of key competitive challenges that private cloud will positively influence

Architecture Advisory Services

Private Cloud Architecture Impact Advisory Service

- High-level architectural blueprint developed
- Estimated level of effort to move to a private cloud model
- Key operational success factors for IT Transformation

Virtual Desktop Advisory Service

- Identify the key business challenges that Virtual Desktop Infrastructure (VDI) is designed to address
- Cross-functional recognition of the strategic benefits VDI can deliver

Cloud Computing Strategy Service

- Strategic plan for transforming your existing infrastructure to private cloud
- Rationalize applications to target those best suited to private cloud
- Establish a business case and roadmap addressing governance, operations, and facilities

Vblock Design and Implementation Service

- Overarching program management
- Staging and validation testing
- Full-scale implementation

Working Together to Support Your Private Cloud Transformation

VMware, Cisco, and EMC provide the expertise you need to accelerate the success of your journey to private cloud implementation.



Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134 USA

Tel: 408-526-4000 or 800-553-6387 (NETS)
www.cisco.com



EMC Corporation
176 South Street
Hopkinton, MA 01748 USA

Tel: 508-435-1000
www.emc.com



VMware, Inc.
3401 Hillview Ave
Palo Alto, CA 94304 USA

Tel: 650-427-5000 or 877-486-9273
www.vmware.com