



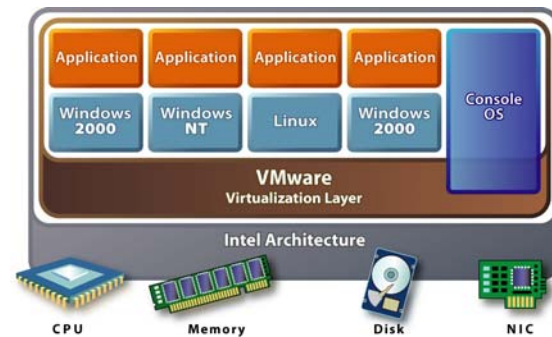
## Virtual Infrastructure: Proven Technology with Real Benefits

*“Virtualization should become an ongoing effort and a part of the server strategy for every enterprise.”*

**Gartner Group**  
**November 14, 2003**

### What is Virtual Infrastructure?

Virtual infrastructure provides a layer of abstraction between the computing, storage and networking hardware, and the software that runs on it. The VMware® virtualization layer brings hardware virtualization to the standard Intel server platform and allows you to run multiple logical servers or “virtual machines” on a single physical server. Users see resources as if they were dedicated to them. The administrator manages and optimizes resources globally across the enterprise.



### What are the benefits of VMware Virtual Machine software?

- Lower IT costs and respond faster to user requests
- Deliver high availability and guarantee service levels
- Easily scale computing environments without adding new hardware
- Implement server consolidation
- Streamline development and testing operations
- Improve and lower the cost of a disaster recovery
- Unify management of diverse environments

### What VMware products are available?

- VMware Workstation – Allows developers to develop and test the most complex, networked, server-class applications running Windows, Linux or NetWare all on a single desktop.
- VMware GSX Server – Provides an enterprise-class virtual infrastructure for departmental server consolidation and streamlining development and testing operations.
- VMware ESX Server – Using VMware Virtual Infrastructure Nodes it provides a highly scalable virtual machine platform with advanced resource management capabilities.
- VMware Virtual SMP – Is an add-on module to VMware ESX Server that makes it possible for a single virtual machine to span multiple physical processors
- VMware VirtualCenter – Is an add-on module that provides a centralized command center used to manage multiple servers.



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### **How can ICS assist me evaluate and implement VMware Virtual Machine software?**

ICS is an Enterprise VIP Reseller of VMware Virtual Machine software and certified for implementation. ICS can analyze your current server environment and help you identify applications and servers that will benefit from virtualization. Your team will work side by side with ICS to ensure effective knowledge transfer. Our team can plan and design a server virtualization technologies pool and connect server resources in a way that masks the physical nature and boundaries of those resources from the resource users.

### **Does ICS have services to accelerate my implementation?**

ICS offers a Kickstart Consulting Program, which has the following objectives.

- Set up, install, configure and run VMware Virtual Machine software tailored to your environment
- Provide working virtual machines for testing and discussion
- Deliver VMware Virtual Machine software knowledge transfer
- Provide consultation regarding the requirements for integration into your enterprise operations
- Develop and implement best practices for product use

### **What are the components of the ICS Kickstart Consulting Program engagement?**

- Kickstart one-day engagement, which provides an environment evaluation and initial implementation assistance.
  - VMware Virtual Machine overview
  - VMware server planning
  - VMware Virtual Machine software installation
  - Build Golden Master
  - Walk through deployment of first virtual machine
- Kickstart two-day engagement, which includes the components of the Kickstart one-day engagement and the following assistance.
  - In-depth introduction to VMware Virtual Machine software and technical architecture
  - VMware Virtual Machine software best practices
  - Virtual machine backup strategy overview
  - Virtual machine resource management overview
  - Virtual machine security overview
  - Consolidation and migration planning

### **What is the cost of the ICS Kickstart Consulting Program?**

Each engagement is customized for the environment and individually priced.

***“By using ICS to kick off the city’s VMware implementation, I’ve been able to rollout new servers in hours not days.”***

**Kevin Davidson**

**City of Lee’s Summit**