Is Your IT Infrastructure Keeping Up?

IT infrastructure is the *backbone* of modern business

Enables **rapid expansion** into new markets

Is **at the core** of new customer offers (e.g. mobile commerce)

Is the key to successfully leveraging the explosion of data through analytics

The rise in demand for IT resources is putting mounting pressure on IT budgets and staff.

In order to meet fast-evolving business needs, many IT managers are turning to **converged infrastructure** systems.

A new IDC white paper explores this issue in depth.

What challenges can converged infrastructures solve?

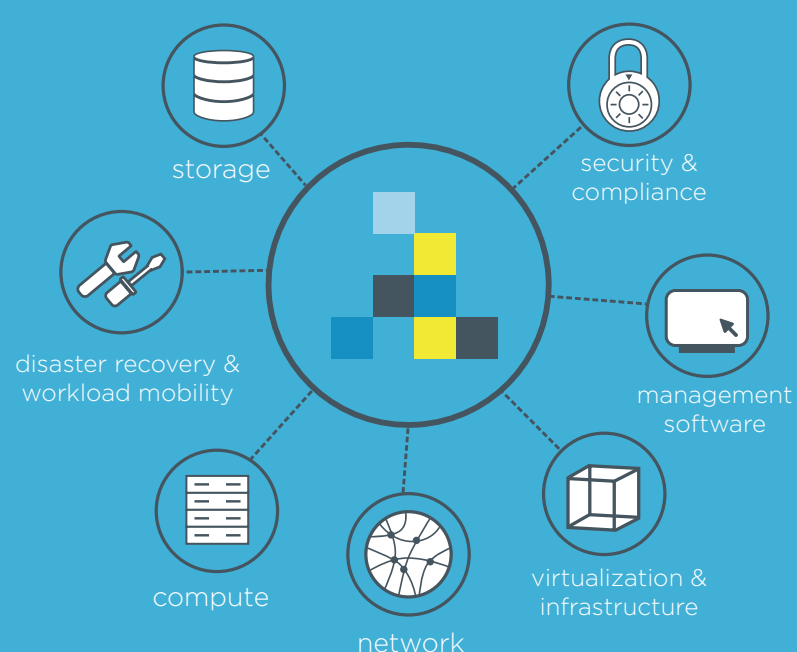- Increased management and operational complexity ✔
- Growing service level requirements for availability ✔
- Business demand for rapid provisioning of new services ✔
- Application flexibility and cost transparency ✔

Welcome to True Convergence

Converged infrastructures integrate

storage

security & compliance

disaster recovery & workload mobility

management software

compute

network

virtualization & infrastructure

into **one system.**

True converged infrastructures are:

Engineered

Manufactured

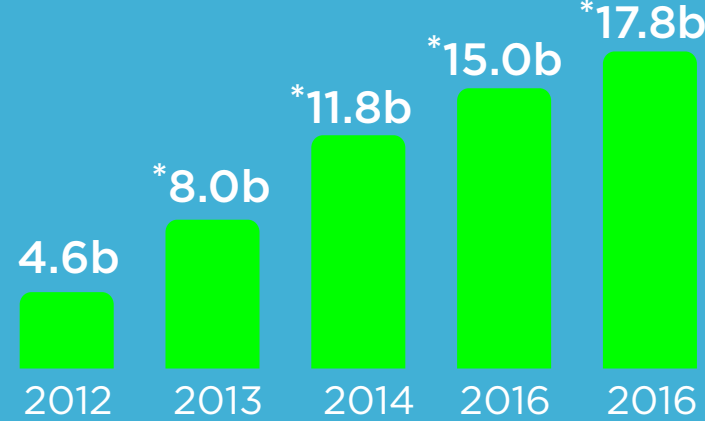**AS ONE**

Managed

Sustained

Supported

A **Perfect** Match

Why are IT organizations falling in love with converged infrastructures?

▶ **Speed** of deployment

▲ **Higher** availability

▼ **Lower** costs

Worldwide spend on converged systems:

2012	2013	2014	2016	2016
4.6b	*8.0b	*11.8b	*15.0b	*17.8b

Source: IDC, Worldwide Converged Systems 2012–2016
Forecast: Adoption Fueled by Faster Time-to-Market Demands,
Doc # 237979, Nov 2012
*projected

Annual savings per 100 users: $143,540

- IT infrastructure — $74,755
- IT productivity — $7,287
- User productivity — $61,498
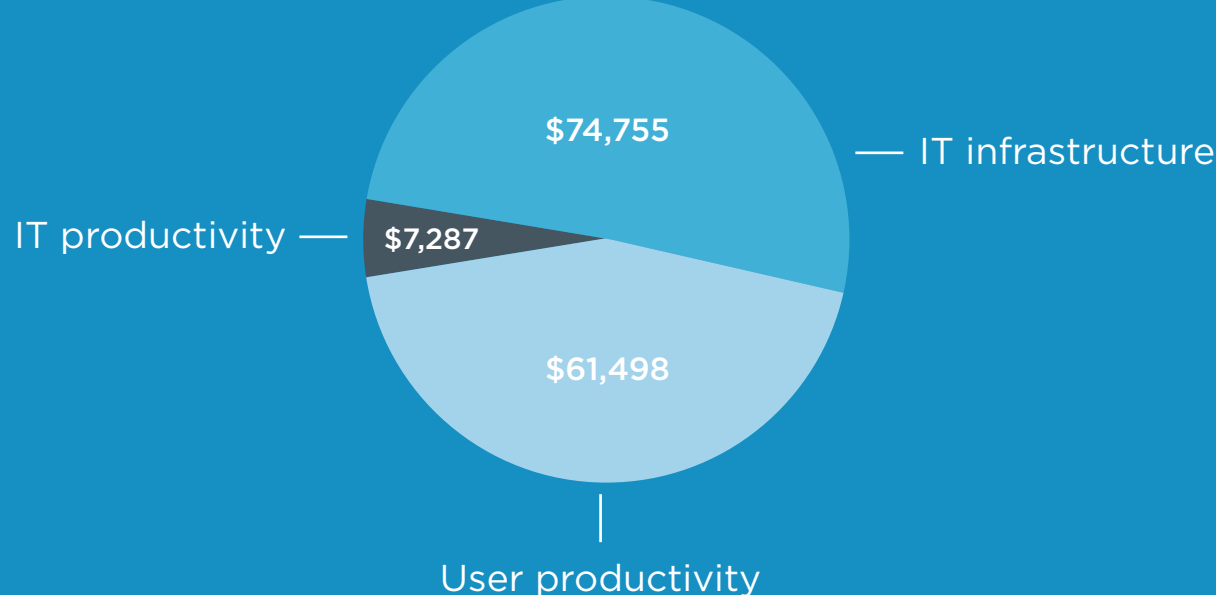
Putting Their **Trust** in VCE

The business benefits of VCE Vblock™ Systems

Reduce time to market for new services by **51%**

Slash downtime by **96%**

Speed deployment of new infrastructure from **160** days to **40** days

Increase productivity by **178%**

As for cost savings... Converged systems can **cut average annual datacenter costs in half.**

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DOWNLOAD THE IDC WHITE PAPER NOW ＞

Introduction

Global business isn't just evolving; it's exploding.

More mission-critical applications. Just-in-time product offerings. Simple and secure mobile payments. Increasingly demanding SLAs. How can your business stay on top of developments like these — with the IT resources you have today?

No doubt, you've heard the answer before: Let's invest in virtualization, converge the technologies in our infrastructure and assign more workloads to the Cloud.

On second thought, the answer raises even more complicated questions.

The Before

Virtualization and the path to the Cloud can feel like a never-ending, uphill march. Server consolidations. New storage pools. Manual provisioning and de-provisioning of services. Writing custom code. And writing checks for yet more middleware.

In the meantime, all this cost and complexity takes a devastating toll on your business. Momentum is lost, your IT staff's hair turns gray, and your budget bleeds red ink. Your customers are left waiting and wondering — while the competition takes flight.

The Solution

Introducing Vblock from VCE. Vblock combines **five** best-of-breed technologies from **three** of the industry's top vendors into **one** infrastructure platform. That's right: Virtualization, networking, computing, storage, security and management capabilities — all integrated into **one** platform by VMware, Cisco and EMC.

Vblock is simple to deploy, right out of the box. No painful patching together of multiple solutions from multiple vendors, no stacks of manuals to consult and no epic and expensive integration struggles.

Vblock runs mission-critical applications securely while also ensuring compliance. Every Vblock arrives pre-integrated for virtualization and rapid expansion. You can even choose Vblocks that come pre-integrated and tested to run powerhouse applications, including SAP and Microsoft Exchange.

Vblock is the product of VCE — **one** company, founded by **three** of the most trusted names in technology. For you, that means **one** source handles **everything**, from warranties and technical support to configuration, ordering and delivery.

The Results

With Vblock, provisioning services is five times faster, 80 percent more efficient and always compliant. As a result, your staff can focus its energies on delivering greater value through strategic use of your business' IT.

Vblock also makes life simpler by doing away with complicated, cobbled-together solutions. Managing Vblock is easy with our Unified Infrastructure Manager. And VCE makes service and support convenient and responsive, with **one** point of contact for **all** your technology needs.

With Vblock from VCE, you can save time and money, fulfill the most demanding SLAs and — best of all — make your customers happier, the key to today's agile and profitable business.

Outro

Let us help you on your Journey to the Private Cloud.

Learn more at emc.com/ionix