

DELLTM PROCONSULT DELL|EMC[®] STORAGE CONSULTING



Expert guidance and a proven process for realizing the potential benefits of a CX4 array in your data center – plan, design, and implement a solution to meet your needs



Workshop



Assessment



Design



Implementation



Manage/Support

ACHIEVING TOP PERFORMANCE IS DIFFICULT

Optimizing storage systems to take full advantage of virtualization and the newest drives, connections, provisioning technologies can be a complex task. A thorough knowledge of virtualization and storage consolidation as well as your business' unique application requirements are essential elements in achieving a successful design and implementation.

A PRACTICAL AND RESULT-ORIENTATED APPROACH TO STORAGE CONSOLIDATION

Dell offers a suite of consulting services to help you maximize your DELL|EMC[®] CX4 storage array. Dell consultants work collaboratively with your IT team to help improve application performance, data protection, and help you achieve a low total cost of ownership for your DELL|EMC CX4 SAN array to meet your business and technical requirements.



- Accelerate integration into you data center utilizing Dell and Dell's partner (Microsoft[®], VMware[®], Oracle[®]) reference architectures and best practices.
- Realize the full benefits of the new features of the DELL|EMC CX4 including performance, connectivity options (FC 8Gbits/ & SCSI 10Gbits), virtual provisioning and data management capabilities.

Unlike traditional IT projects accompanied by lengthy and expensive consulting engagements, Dell ProConsult[™] services utilize our targeted consulting methodology based on experience gained through thousands of customer engagements. Dell can collaboratively help you plan, assess and implement storage projects and provide the training and knowledge handoff to help ensure the effectiveness of your storage optimization project and storage array.

DELL PROCONSULT SERVICES FOR DELL|EMC SOLUTIONS

Dell's Storage Simplification Workshop and Data Management & Storage Technology Assessment help generate rapid insight into specific recommendations on how to reclaim storage, segment data and lower total costs of storage. Dell|EMC consulting services are designed to create an optimized solution architecture that can be further enhanced with data protection and backup integration design options.

WORKSHOP - Understand the potential:

The Storage Simplification Workshop is approximately a half-day workshop to help customers identify and prioritize key storage challenges:

- Accelerate diagnosis through Dell's automated MRI (Measureable Rapid Insight) approach
- Provides storage consolidation technology options, best practices, and benefits for your business

ASSESSMENT - Make informed decisions:

Data Management & Storage Technology Assessment is approximately a 35 day engagement, that leverages a comprehensive collection of your storage infrastructure data to help determine the best future consolidated state scenario. It includes:

- Impact analysis with estimates of storage reduction and consolidation savings
- Potential savings comparison options for either Fiber Channel or iSCSI SAN technology

DESIGN

DELL|EMC SAN SOLUTION DESIGN - provision of a SAN solution design that incorporates array, iSCSI and/or Fiber Channel network, and integration of your key applications (3 day engagement)

- Key deliverables: design document and an implementation guide mapping your requirements to the most appropriate architecture and technical solution

DELL|EMC LOCAL DATA PROTECTION DESIGN - design services for data protection with the same SAN utilizing DELL|EMC snapshot capability

- Optional engagement for SAN solution design; estimated 2 day engagement
- Provides the following key deliverables: design document and an implementation guide that maps your service level requirements with the most appropriate replication strategy & technical solution

DELL|EMC REMOTE DATA PROTECTION DESIGN - design services for data protection across one or more SANs, utilizing DELL|EMC replication capabilities

- Optional add-on to SAN solution design; typically a 2 day engagement.
- Provides the following key deliverables: design document and an implementation guide mapping your service levels requirements with the most appropriate replication strategy, technical solution and Wide Area Network requirements

DELL|EMC BACKUP INTEGRATION DESIGN - design services to integrate backup software such as Symantec™, CommVault® and Legato® with DELL|EMC snapshot or replica capability

- Optional add-on to SAN solution design as an estimated 2 day engagement
- Provides the following key deliverables: design document and an implementation guide that maps your service levels requirements with the most appropriate backup strategy and technical solution

IMPLEMENTATION

On site implementation of CX4 array following the design guide and best practices:

- Standard package or custom engagement
- Engagement duration based on number of arrays and server connections, options for management software implementation.

SIMPLIFY YOUR IT MANAGEMENT AT DELL.COM/SERVICES

Availability varies by country. To learn more, customers and Dell Channel Partners should contact your sales representative for more information.

