

# Server Consolidation and Containment with VMware Virtual Infrastructure and uptime software inc.



## Computing Challenges Today

Organizations rely on their computing infrastructure to provide a broad array of services. To meet demand to deploy, maintain, and grow these services, IT organizations must continue to add computing capacity. However, as a consequence of purchasing more and more servers, organizations face a growing server sprawl that presents challenges that include:

- **Rising costs.** In addition to spending a growing amount of money purchasing a growing number of new and updated servers, organizations face growing costs for power, cooling, network infrastructure, storage infrastructure, server administration, data center upgrades and new data centers.
- **Decreasing manageability.** Managing servers becomes increasingly difficult as the number of servers grows. Adding to that challenge is the heterogeneous mix of hardware models, vendors, operating systems and configurations that IT departments need to support.
- **Decreasing efficiency.** As server sprawl increases, IT organizations are forced to spend an increasing amount of time on reactive tasks such as server provisioning, configuration, monitoring and maintenance.

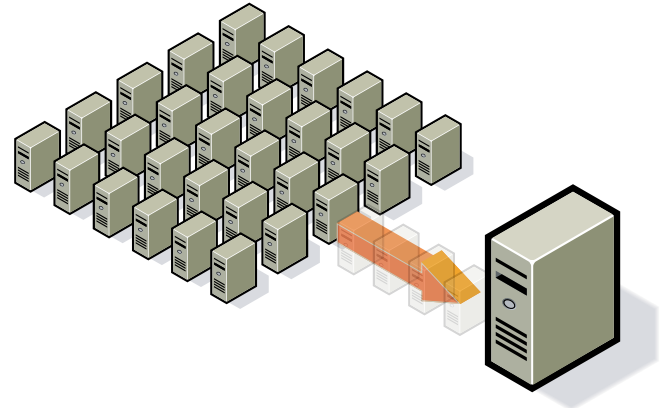
In short, the need to provide new and upgraded services has brought organizations face-to-face with the limitations of their current data center infrastructure.

## Consolidating and Containing Servers with VMware Virtual Infrastructure

VMware virtualization technology makes it possible to package a complete x86 server—hardware, operating system, applications, and configurations—into a portable virtual machine package. Multiple virtual machines can then run simultaneously and independently on a single x86 server.

VMware software uses this technology to provide a simple, proven solution for consolidating existing servers. Each workload that previously required a dedicated physical server can be placed in a virtual machine, and then multiple virtual machines can be consolidated onto each physical server.

Requests for new servers can be fulfilled by provisioning virtual machines to existing physical servers with unutilized capacity rather than by purchasing new servers.



## Benefits of Server Consolidation and Containment with VMware Virtual Infrastructure

The benefits of using VMware virtual infrastructure include the following:

- **Dramatically lower costs.** Significantly reduce server hardware expenses and spend significantly less for power, cooling, data center infrastructure and servers. VMware customers report cost savings of 30-70% from implementing a VMware server consolidation solution.
- **Significantly improved manageability.** Simplify and centralize the monitoring and management of large virtual infrastructure environments.
- **Increased IT efficiency.** Streamline and eliminate common administrative tasks such as server provisioning and configuration, enabling IT to manage a growing server environment with existing resources.
- **Greater responsiveness.** Respond more rapidly to requests for new or expanded services, new servers and new configurations.
- **Improved ability to handle future growth.** Pool server resources and dynamically provide workloads, for managing and planning for future capacity growth.

## Learn More

To learn more about how your organization can benefit from a VMware server consolidation and containment solution, visit the VMware Web site at <http://www.vmware.com> or contact VMware at 1-877-4VMWARE.



## Key Highlights

uptime software inc.  
<http://www.uptimesoftware.com>

## Partner Overview

uptime software provides powerful easy-to-use and lower cost server monitoring and capacity planning software that helps organizations eliminate unnecessary IT outages, increase service availability and reduce systems management costs. **up.time just works.**

## Key Business Needs

Most enterprises simply don't have access to the detailed performance metrics required to identify consolidation opportunities quickly. up.time's unique "**Consolidation Report**" identifies your virtualization opportunities for you. Once identified, maintenance of excess servers, utilization of physical floor space, power consumption, heat generation, and support costs of obsolete hardware are greatly reduced.

## Key Business Benefits

uptime software helps enterprises consolidate systems onto VMware Infrastructure 3 and then monitors, reports, and alerts the right people at the right time, based on the performance of your VMware environment. up.time also boasts a world class support team to help with your consolidation and virtualization.

## Business Results

Simple: **up.time = big cost savings.** No consulting costs, affordable licensing, lower TCO, and reduced existing hardware infrastructure with greater uptime and higher ROI than other solutions. Visit [www.uptimesoftware.com](http://www.uptimesoftware.com) to learn more.

## VMware and uptime software

up.time is an enterprise-class server performance and availability monitoring solution for virtual and physical servers **across platforms** (Linux, Solaris, Unix, Windows, Novell), **across applications** (WebSphere, WebLogic, Exchange, SAP, etc) and **across databases** (SQL Server, Sybase, Oracle, etc).

## Products

VMware ESX Server  
VMware VirtualCenter  
VMware Infrastructure 3

## Partner Products

up.time 4

## Virtual Server Monitoring: Simplified Consolidation and Performance Analysis

Enterprise Consolidation and Performance Management for VMware Infrastructure 3

### Industry Overview

uptime software has a unique server monitoring solution for data center managers, departmental IT managers, and CIOs who need to identify systems to consolidate into a virtualized environment. uptime's system management solution provides your IT staff and business managers the necessary performance, inventory, reporting data and graphing capabilities to quickly identify potential consolidation candidates.

Enterprise level customers in finance, telecommunications, healthcare, technology and manufacturing who are searching for, or implementing, a performance and availability monitoring solution to reduce IT service downtime and focus on virtualization need look no further than uptime.

We can help reduce the costs of your IT infrastructure with simple consolidation reports that will help virtualize your environment. Once completed, uptime will continue to watch over your systems with monitors, alerts, reports and graphs for your entire virtual and physical server infrastructure.

### Solution Overview

Most importantly, up.time is an easy to use system management solution that gets your IT team the specific metrics and reports they need to be successful. Your virtual enterprise systems are summarized, showing CPU usage, memory usage, disk throughput, network traffic, and much more.

In the "Consolidation Report," systems consuming low to moderate amounts of the above are flagged and summarized as prime candidates for consolidation onto a VMware Infrastructure 3. Instead of collecting the raw performance data from hundreds of systems and manually analyzing it, let up.time do it for you. Then use up.time to manage, monitor and report on all your virtual and physical environments.

If you are concerned about the performance and availability of your environment and need one dashboard to keep an eye on your entire infrastructure across platforms (Linux, Solaris, HP/UX, AIX, Windows, Novell, etc), across applications (WebSphere, WebLogic, Exchange, SAP, etc), across databases (SQL Server, Sybase, Oracle, etc) and across both virtual and physical servers, up.time's "GlobalScan™" view is made just for you.

uptime is also ideal in Q/A lab environments running on VMware software. Use it to profile system workload under varying stresses before deployment into production so you know how it will perform in the real world first.

### Solution Benefits

up.time has a proven track record with Fortune 1000 clients and saves customers 35-70% on average, compared to similar solutions. To view case studies, see a list of our clients, or try our "Systems Management ROI Calculator" to see what up.time can do for you, please visit [uptimesoftware.com](http://uptimesoftware.com)

### uptime software and VMware

up.time integrates with VMware Infrastructure 3 to monitor physical system usage along with virtual instance performance profiling. Using up.time's "Consolidation Report," customers can identify and achieve a 5-6:1 ratio of consolidation per two physical CPUs.

Customers can expect up to 510% ROI within one year. Total cost of ownership is 35-70% less, on average when compared to similar solutions.

Visit [www.uptimesoftware.com](http://www.uptimesoftware.com) for a "Systems Management ROI Calculator" to see how much you can save.