

# Cut costs; make the most of Lean IT

Gartner: 80% to 90% of server capacity is unused at any one time. This unused capacity takes up data centre space and requires power and cooling. Virtualisation promises to unlock much of this underutilised capacity.\*



## SUMMARY OF KEY FACTS

### Solution

Virtualisation Assessment Service

### Key deliverables

- Analysis of your organisation's current server environment
- Assessment of potential for consolidation
- Completion of report outlining current utilisation levels and opportunities for rationalisation
- Recommendations for appropriate software and hardware platforms
- Roadmap for implementation.

### Benefits

On implementation of the assessment recommendations:

- Give a clear perspective on when your organisation will achieve a return on any virtualisation investment
- Rationalisation of server estate
- Lean IT: reductions in power, cooling, footprint, support and maintenance
- Cost reductions: staff and licensing costs.

### Client Challenge

Many organisations with significant ICT investment find their server costs are increasing. As energy costs rise, the direct cost of power and cooling is growing incrementally. In addition to this, more businesses are suffering from "server sprawl" as their application farm grows. This brings the significant challenge of increased staffing and management requirements and the cost spiral continues.

### Fujitsu's Solution

Fujitsu can help you identify how to contain and reduce costs by virtualisation of your organisation's server farm. Fujitsu uses a variety of solutions across both Windows and UNIX platforms to maximise the utilisation of physical resources across the virtual infrastructure.

### Benefits

Gartner recommends virtualisation for server consolidation as a focus area for organisations that want to see immediate and tangible benefits over a two-year period. Significant cost savings can be achieved through virtualisation. Immediate reductions can be seen in power, cooling, footprint, and support and maintenance charges. Further reductions can be achieved through staff and licensing costs.

*The Business Value of Virtualisation (IDC, July 2008):*

- Adopting a simple virtualised infrastructure can result in a reduction of up to 35% of total annual server costs per user compared with an un-virtualised static server configuration.
- An optimally managed or "advanced virtualisation" infrastructure, and the use of systems management tools, can deliver a reduction of up to 52% per user annually.

### Our Approach

The assessment delivers, in 4 – 6 weeks, an assessment of your organisation's existing server farm and recommendations based on your requirements. As a result, you will achieve clarity on what needs to be done, what this involves and recommendations on how to begin.

### Our Expertise

Fujitsu has delivered several virtualisation projects in Ireland; prominent clients include the Revenue Commissioners. The projects cover design, development, implementation, training and support. We have global agreements with top vendors in the virtualisation market, including VMware and Sun Microsystems.

## ASK FUJITSU

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\* As quoted in Gartner report GOO159907 dated 7th August 2008

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