

DELL EMC SDS STRATEGY SERVICES

Enabling software-defined storage

ESSENTIALS

- **Storage Services Catalog:** A comprehensive catalog of services that matches SLAs and business requirements.
- **Storage Cost Model:** A storage cost model based on tiers and SLAs that have been validated and fully implemented.
- **Software Defined Storage Design Service:** A detailed architecture and design to roll out ViPR® to the enterprise

BUSINESS CHALLENGES

Handling the explosion of data growth and the storage management that comes with it across multiple environments has largely remained a manual and time-consuming challenge—until now. Software-Defined Storage (SDS) provides the final piece of IT optimization in the cloud by enabling enterprises to achieve automated and on-demand management of their storage resources.

Amid the proliferation of operating systems, applications, devices and an infrastructure of silos, enterprises have been struggling to manage their multi-vendor storage environments. This confluence of factors has resulted in:

- Costly, labor-intensive IT processes
- Complicated management and provisioning
- Strained or exhausted storage teams and resources

All the while, business users are demanding a more consumer-like experience. They want a quick, easy, click-to-buy experience for accessing and consuming storage resources. Without a fundamental change to IT, these same users are likely to circumvent the IT department to get their needs met through third-party service providers. This puts IT in direct competition with outside vendors.



SERVICE DESCRIPTION

There is a significant opportunity for IT organizations to gain a competitive advantage in this landscape as they transform from a traditional IT operation to IT-as-a-Service (ITaaS). And it stems from driving these two critical elements:

- **Simplicity:** An automated, self-service portal that enables users to order IT services in a simple and immediate way.
- **Transparency:** Visibility and clear understanding of how much it costs to create and deliver these services.

The simplicity component fosters the consumer experience necessary to make ITaaS a reality. And transparency into the cost of storage resources and services enables accurate chargeback to business users and serves as the foundation to ITaaS. Dell EMC Services helps the business achieve these essentials with the following SDS Strategy Services:

- **Dell EMC Design and Implementation for ViPR Storage Services Catalog** is a seven-week engagement that develops a comprehensive catalog of services that matches SLAs and business requirements.
- **Dell EMC Design and Implementation for ViPR SRM Storage Cost Model** is a six-week engagement that discovers and classifies storage deployed in the customer's environment and establishes storage cost based on tiers and SLAs.

Once the two pillars above are in place, IT organizations will have developed a framework and long-term strategy for ITaaS. The foundation and design elements from those two services will then help shape the SDS architecture to be developed during the next phase:

- **Dell EMC Software Defined Storage Design Service** is a custom engagement during which a detailed architecture and design for rolling out ViPR to the enterprise will be developed.

The in-depth data gathering and design that is created during this third service are components that are critical to ensuring a successful ViPR implementation. The design service sets expectations and outlines a high-level project plan and timeline for the implementation—vital to preventing unexpected delays and mitigating risks during the actual implementation itself.

Dell EMC's collection of SDS Strategy Services provides a significant step toward enabling SDS. It also prepares the customer for a successful ViPR Implementation, allowing the customer to expand to multiple data centers and take advantage of more advanced features for their use cases.

SUMMARY OF BENEFITS

Economic pressure, operational issues, and the consumerization of IT are forcing IT organizations to rethink and transform the way services are managed and delivered. To stay relevant and competitive, transparency and simplicity must be the driving factors for change. Dell EMC Services enables and accelerates these transformative changes and in doing so frees up time for IT organizations to do what they do best: focusing on long-term improvement activities that will deliver even greater innovation and value to the business.

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