



HP Converged Infrastructure Services

Brochure

Prepare for the future by building greater infrastructure flexibility

Fluctuating economic conditions are compelling businesses everywhere to plan for uncertainty. To adapt and take advantage of new operational models and technologies such as cloud computing and shared services, you need to:

- Flip the ratio of operations and maintenance versus innovation—which according to a recent survey¹ is, on an average, 70:30
- Increase infrastructure flexibility to react to market trends with speed and ease
- Better align business demand with technology-enabled services

These goals, triggered by the current economic cycle, have brought about a change in the way infrastructure is consumed and governed today. In this scenario, organizations are recognizing the value of infrastructure convergence—convergence of servers, storage, networks, and management software—in enabling cloud-based and shared infrastructures.

How does a converged infrastructure work?

Infrastructure convergence is not just about technology, but also about increasing your IT organization's people and process readiness for greater innovation. It breaks down manual processes and technology silos and brings together all IT resources into adaptive pools of assets that are shared by many applications and managed as a service. In effect, the convergence initiative takes your virtualization and consolidation efforts to the next level—laying the foundation for building an internal cloud, which helps deliver scalable and elastic IT-enabled capabilities, as a service, to internal customers.

Our consulting and support solutions help you design, implement, and manage internal cloud or shared services solutions built on a converged infrastructure. For greater convergence and IT efficiency, the solutions use HP Converged Infrastructure architecture and technologies.

¹ Analytics survey by InformationWeek 500, published in 2009



Figure 1: Enable better business outcomes with converged infrastructure expertise



“IDC believes that the next technology cycle will have a converged architecture as a central design feature and that efficiency, high performance, and the ability to quickly right-size the infrastructure relative to application and business demands will be critical. The movement to integrated or converged technology is not new. We have seen this trend in the server market twice in the past 30 years, and our market data indicates that we are at the very beginning of the next phase in IT.

This next business cycle is “service centric” and has a very clear set of objectives: Simplify and reduce complexity, maximize resource utilization, and shorten time to market to more quickly realize business value.”

– “Infrastructure Convergence: The Integration of technology to lower cost and improve business,” sponsored by HP, November 2009

Move to a converged infrastructure smoothly

As you transform to a converged infrastructure, our consulting, support, and outsourcing services help you adopt a step-by-step approach with the following solutions:

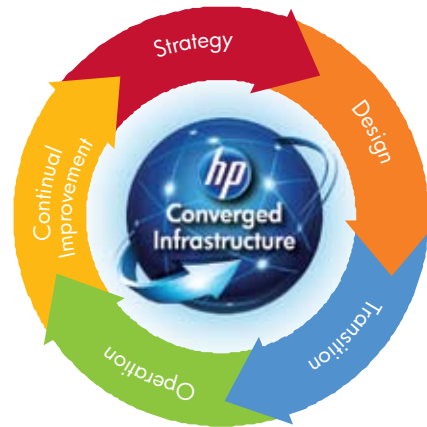
- **HP Converged Infrastructure and Cloud**

- **Discovery Workshops:** Mobilize your teams, build consensus, and learn how a shared services or cloud-based solution that is built on a converged infrastructure can address your specific business needs. CIOs as well as key technology and business decision-makers who attend these highly interactive, visual workshops get an opportunity to discuss shared services and cloud concepts, service portfolios, economics, security, and governance, apart from HP Converged Infrastructure architecture and technologies.

- **HP Converged Infrastructure Pilot:** Understand the benefits of delivering business services on a shared infrastructure such as the cloud. The two-to-six-week pre-production pilot showcases the capabilities of HP BladeSystem Matrix, the industry’s first integrated infrastructure platform, in your environment. It also provides testing of the most common business scenarios, hands-on experience in a controlled environment, and consulting based on our observations and best practices.

- **HP Converged Infrastructure Planning:** Develop a roadmap that outlines your infrastructure transition, based on HP Capability Model for Cloud. This starts with a gap analysis of your current environment, followed by a comprehensive transition plan with defined phases, business cases, and recommendations for specific services to successfully implement a converged infrastructure. The solution aims to improve your organization’s productivity, continuity of service, and adaptability through this roadmap.
 - **HP Converged Infrastructure Design:** Accelerate the launch of business initiatives and mitigate risk with a detailed design built on the four pillars of HP Converged Infrastructure—**HP Infrastructure Operating Environment, HP FlexFabric, HP Virtual Resource Pools, and HP Data Center Smart Grid.** Based on HP Reference Architecture for Cloud and best practices, this solution addresses key architectural and transitional issues—including functional and technical design, organizational design, technology governance, and change management to enable a smooth transition across the entire organization. At the end of pre-defined phases, HP professionals assess the progress and set the foundation for continuous process improvements to enable your organization’s long-term success.

Figure 2: HP Converged Infrastructure Services from HP
Expertise to deliver the way you want



- **HP Converged Infrastructure Implementation, Education, and Support:** Take advantage of HP Integration Services, Implementation Services for BladeSystem Matrix, Mission Critical Services, Remote Insight Support, and multi-vendor support expertise to make the right choices for building your converged infrastructure. Our flexible support options enable high service availability and quality, while freeing up your resources on maintenance and operations. Also, HP Education Services—ranked as the leader in the report “Worldwide IT Education and Training 2010 Vendor Analysis” by IDC—provides courses on data center setup, networking, system management, and storage utilization.
- **HP Converged Infrastructure Management and Outsourcing:** Let HP build and manage your converged infrastructure, if you prefer not to do it all by yourself. We provide helpdesk and desktop services, storage services, remote infrastructure management, global infrastructure delivery, and global IT and infrastructure-led outsourcing—with more than 200,000 global services professionals.
- **HP Financial Services:** Allow us to support your transition to a converged infrastructure through flexible financing and leasing options and lifecycle asset management services—from planning and acquiring technology all the way to retiring and replacing it. We make it easy and economical for you to deploy world-class technology on terms tailored to your unique needs and dispose unwanted IT equipment in an environmentally safe manner.

Move to your future infrastructure environment—on your own terms

Depending on your needs and priorities, we can help you adopt a transformational or an incremental approach.

A transformational approach: This approach focuses on moving entirely to a shared services or an internal cloud model, built on our Converged Infrastructure architecture—impacting people, processes, and technologies. To facilitate this transformation, HP helps realign the IT strategy to the business strategy, enable the various IT departments to work more cohesively, simplify IT management and service delivery, and accelerate business results.

The end-to-end lifecycle services from HP—for the strategy, design, transition, operation, and continual improvement phases—enable a fully planned, yet stepwise, execution.

An incremental technology implementation approach: This approach is phased, specific need-based, and project-based. For instance, HP experts can help you realize the benefits of a converged infrastructure, today, by designing and implementing HP BladeSystem Matrix—a pre-configured system that converges compute, storage, and network resources.

Our scope of services, which cover HP and non-HP products, includes:

- Installation, startup, and integration of HP BladeSystem Matrix
- Migration to HP Converged Infrastructure technologies
- Support and training for HP Converged Infrastructure technologies
- Support for business continuity and enhanced performance with HP Mission Critical Services

Build and evolve your cloud using HP Converged Infrastructure Services

We meet your needs, on your terms. We can build a converged infrastructure on your site, deliver it on an outsourcing basis, deliver it using cloud technology, or deliver a hybrid model.

Whatever approach you take, key success factors during the move to a converged infrastructure are service management, service catalog development, governance, change management, support and sourcing strategies, and service billing models. HP addresses these success factors with proven capabilities, services, and methodologies that broadly cover:

- **Shared services and cloud transformation expertise:** To help you smoothly transform and deliver the full vision of a converged infrastructure, we bring together shared services and cloud infrastructure intellectual property—including HP reference architectures, transformation planning tools, capability models, and open integration capabilities.

These offerings reflect what we've learned from designing some of the most complex global cloud infrastructures for several global network service providers, banks, and government organizations.

- **Data center and infrastructure expertise:** You can draw on the expertise we've built from helping thousands of organizations shift to next-generation data centers and consolidate and virtualize technology infrastructures—through end-to-end strategy, design, architecture, implementation, and management. With HP Critical Facility Services, we are regarded as one of the top companies in the world for planning, designing, and operating large-scale, energy-efficient, and mission-critical facilities that can support a converged infrastructure.
- **HP Converged Infrastructure architecture and technologies:** To work toward infrastructure convergence, you need a complete, integrated portfolio of infrastructure products and solutions. As one of the largest technology providers, HP can meet your needs—backed by a deep understanding of how to make the different infrastructure devices work together smoothly.

Global citizenship at HP

At HP, global citizenship is our commitment to hold ourselves to high standards of integrity, contribution, and accountability in balancing our business goals with our impact on society and the planet. To learn more, visit www.hp.com/hpinfo/globalcitizenship, and for information about the HP Eco Solutions program, go to www.hp.com/ecosolutions

Act now to turn the tide in your favor using a converged infrastructure

Investing in a converged infrastructure is less about making quick new purchases today and more about planning for the future. To learn more and get started, visit www.hp.com/us/go/CIServices

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Get the insider view on tech trends, alerts, and HP solutions for better business outcomes

