



# VBLOCK SYSTEMS: THE WORLD'S MOST ADVANCED CONVERGED INFRASTRUCTURE

To deliver value to the business, IT needs an infrastructure that is **flexible, scalable, reliable, secure, and cost-effective**. Yet, multi-vendor technology infrastructures have become complex, costly and difficult to deploy, manage and support.

VCE delivers the industry's most advanced converged infrastructure—one that can transform IT to deliver **GREATER BUSINESS VALUE**.



# WHY VCE?

VCE leverages best-in-class technology and service capabilities of an extensive partner ecosystem to meet the business and IT needs of customers. Vblock™ Systems integrate compute, network, storage, virtualization, and management components from trusted, industry-leading vendors—Cisco, EMC, and VMware—to deliver a converged infrastructure the business can rely on while simplifying IT operations.

- **Optimized Infrastructure:** VCE provides an optimized information technology system to improve application performance, dynamic scaling, and disaster recovery.
  - > **Performance:** A rigorous product development process enables Vblock Systems to meet specific performance and availability levels while tiered service profiles enable IT to allocate resources as needed to each application.
  - > **Integrated data protection solutions:** VCE integrates data protection applications that offer flexible recovery options, support shorter backup windows, reduce network traffic, and result in smaller storage footprint.
  - > **Scalability:** When business needs change, Vblock Systems can be added or aggregated to achieve scale within the same architecture—so businesses can respond to opportunities in days, not the weeks or months typical of traditional IT infrastructure expansion.
- **Security:** VCE drives standardization to ensure security is built into every configuration.
  - > **Industry leading:** Leveraging industry-leading technology, VCE implements security hardening standards based on industry best practices and ensures the interoperability of security features among the components.



**“** The VCE solution lets us automate workloads by creating service profile templates. This ‘configure once, use many times’ approach frees up our technicians to get involved in higher-value tasks.

— **Pedro-Jesus Rodriguez Gonzalez**, Head of IT and Internet, Castilla LaMancha **”**



- **Rapid Deployment:** Vblock Systems enable IT to stand-up new capabilities and deploy new applications in record time.
  - > **In-factory configuration:** Compute, network, and storage subsystems—along with software running on the components—are factory integrated. VCE also undertakes the customer logical build to configure the system for the workloads it will run.
- **Lower Cost:** Vblock Systems improve IT efficiency and lower TCO.
  - > **One architecture:** A standardized, shared architecture for virtualized environments eliminates application silos and the ensuing complexity and support cost.
  - > **IT efficiency:** Standardizing on a shared platform enables IT to leverage best practices across the IT environment while avoiding interoperability problems and enabling workload and application mobility.
  - > **Integrated upgrade releases:** Pre-integrated and tested upgrades and patches reduce the IT workload, decrease implementation risk, and simplify support.
  - > **Space and energy efficiency:** High-density, next-generation equipment and optimal configuration of resources can achieve data center consolidation of 80% or more.
- **System Management:** VCE offers flexibility in system management options to improve IT productivity.
  - > **A single system:** Vblock Systems are viewed and managed as single system entity
  - > **Native integration into VMware technologies:** VCE engineers work directly with VMware engineers on development and integration activities
  - > **A variety of industry solutions:** Using a standard API, a wide variety of industry solutions can interoperate with Vblock Systems—providing choice and flexibility for customers.
- **Promote Innovation:** With Vblock Systems, IT can focus time and technical resources on strategic objectives.
  - > **Rapidly adopt new technologies:** Leverage extensive support capabilities to keep configurations and software versions current.
  - > **Extensive partner network:** VCE partners complement the Vblock Systems technology with value-added management capability, simplify integration and management of mission critical applications, deliver hosted IT services, and design new business capabilities leveraging the simplicity of Vblock Systems.





## WHAT VCE CUSTOMERS ARE SAYING



*Without the Vblock System, we would have needed 60 to 90 days to configure, cable, and test servers, networking, and storage. With the Vblock System, we set up a production system in just three weeks.*

— **Nagesh Kunamneni**, Chief Technology Officer, Xerox/ACS

*We needed a new way to ensure if our systems went down for any reason, that we had an agile and lightning-quick recovery process. The VCE solution is flexible enough to allow us to simply access our systems but also robust enough to expand as our needs grow.*

— **Neil Rodgers**, NEACC Manager and Deputy CIO, Marshall Space Flight Center

*The SAP modules running on Vblock Systems are screaming fast and far exceeded our performance expectations. With our critical SAP applications on the resilient Vblock Systems, backed by VCE's universal, single-call support, we rest easy knowing that the crown jewels of our IT infrastructure are protected in the best way possible.*

— **Michael Leeper**, Senior Manager, IT Engineering, Columbia Sportswear Company



## READY TO TAKE THE NEXT STEP?

VCE and its extensive partner ecosystem can get you there. Together we deliver a range of services to address data consolidation, cloud computing, and IT-as-a-Service. The result is faster and less costly IT deployment, enhanced Quality of Service, and increased organizational agility—opening up a world of timely, strategic opportunities.

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## ABOUT VCE

VCE, formed by Cisco and EMC with investments from VMware and Intel, accelerates the adoption of converged infrastructure and cloud-based computing models that dramatically reduce the cost of IT while improving time to market for our customers. VCE, through the Vblock Systems delivers the industry's only fully integrated and fully virtualized cloud infrastructure system. VCE solutions are available through an extensive partner network, and cover horizontal applications, vertical industry offerings, and application development environments, allowing customers to focus on business innovation instead of integrating, validating and managing IT infrastructure.



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