

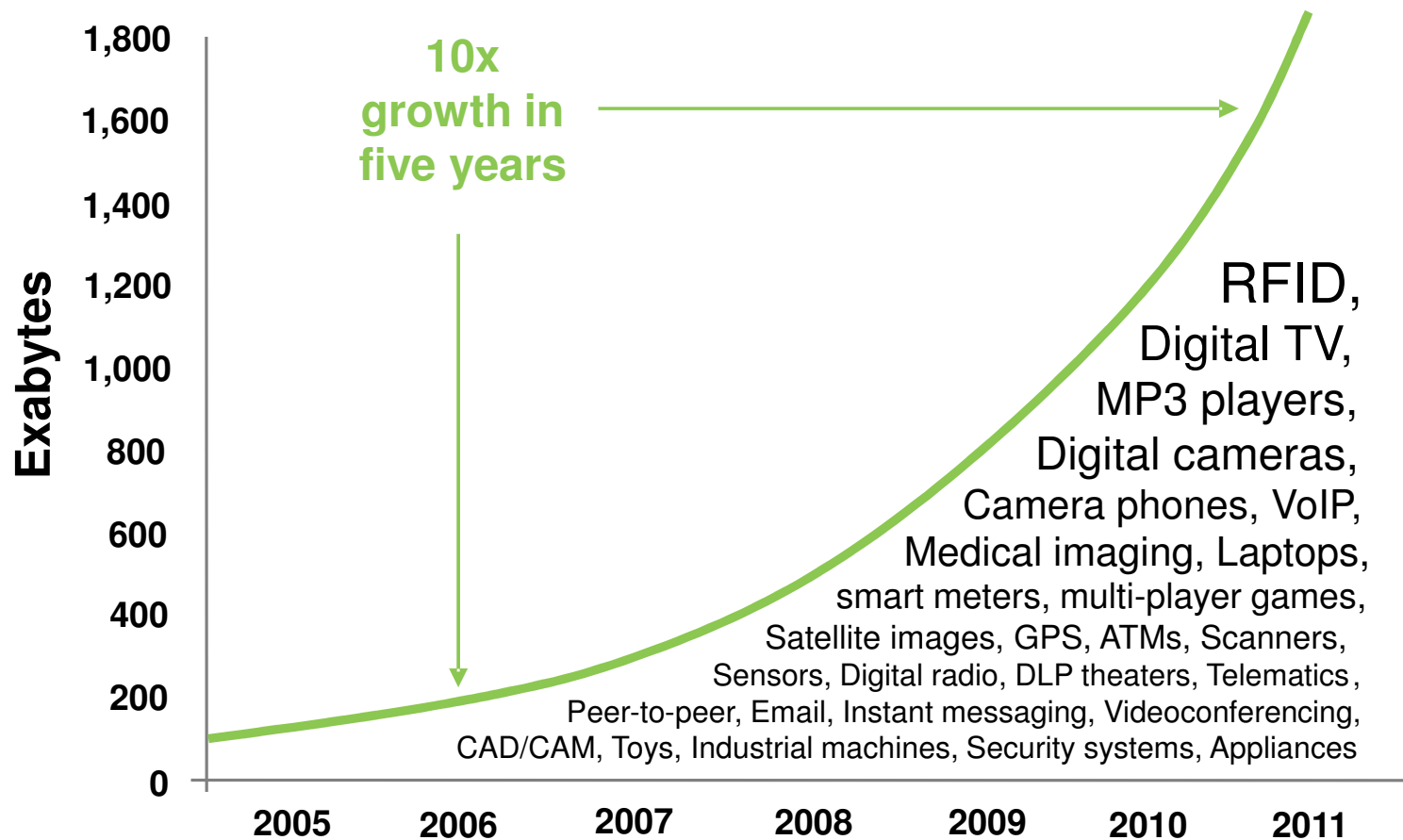
From Simple Data Center Automation to the Cloud: How to Reach the Stratosphere From Where You Stand Today

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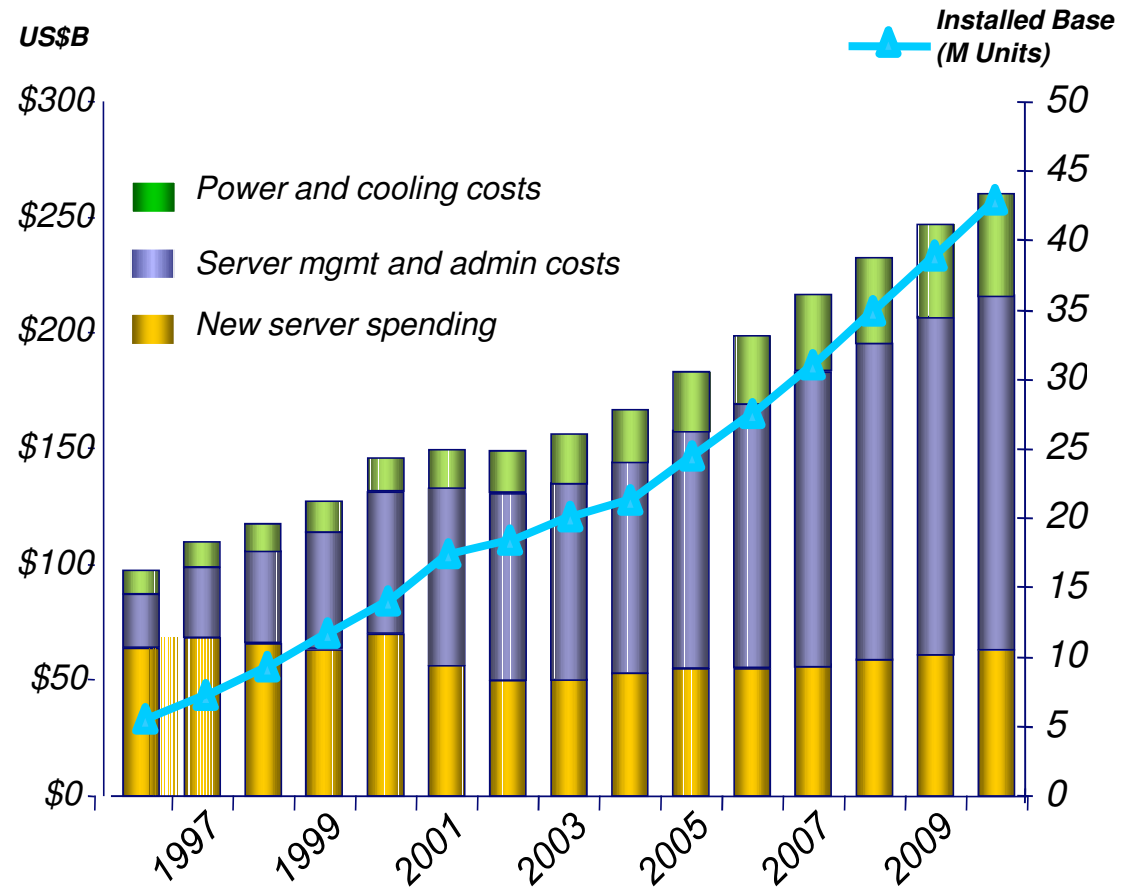


By 2011, the world will be 10 times more instrumented than it was in 2006. Internet connected devices will leap from 500M to 1 Trillion.



This is Currently Driving Rapidly Increasing IT Costs And Demands

- **Costs to manage systems has doubled since 2000**
- **Costs to power and cool systems has doubled since 2000**
- **Devices accessing data over networks doubling every 2.5 years**
- **Bandwidth consumed doubling every 1.5 years**
- **Data Doubling every 18 months¹**
- **Server processing capacity doubling every 3 years²**
- **10G Ethernet ports tripling over the next 5 years**



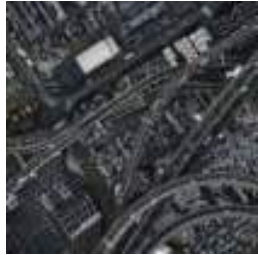
Source: IDC, 2008

¹WW TB Capacity Shipped on Enterprise Disk Storage Systems

²Server processing consumption doubles every 3 years



As the world gets smarter – more instrumented, interconnected, intelligent.....



Smart traffic systems



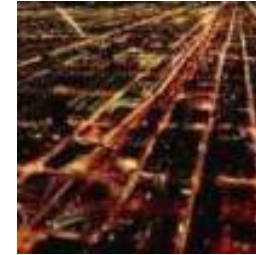
Intelligent oil field technologies



Smart food systems



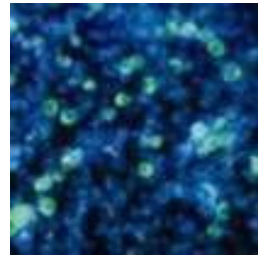
Smart healthcare



Smart energy grids



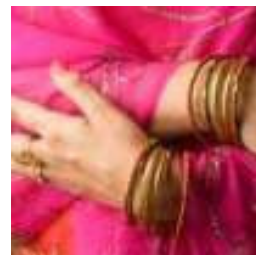
Smart retail



Smart water management



Smart supply chains



Smart countries



Smart weather



Smart regions



Smart cities

.... companies that exploit these emerging capabilities will have significant advantage over those that do not.



The Value Progression from Virtualization to Cloud

Virtualization



- Improve utilization
- Reduce costs
- Increase flexibility

Automation



- Standardize application configuration
- Reduce deployment time

Service Management



- Discover, monitor, meter, secure and automate deployment of virtualized resources
- Assure SLA achievement
- Integrated virtualization management with IT processes

Cloud



- Always available
- Elastic scaling
- Pay for use
- Automated provisioning
- Simplified user interface



Customer Value – Virtualization to Cloud

Key Customer Pain Points	How Cloud Delivers Value
<ul style="list-style-type: none"> Lost business opportunity because IT too slow to react. Lack of agility. 	<ul style="list-style-type: none"> Ability to dynamically scale IT services to meet business demands in real time
<ul style="list-style-type: none"> Long deployment timelines for new systems (weeks/months+). 	<ul style="list-style-type: none"> Automate the provisioning and deployment of new systems
<ul style="list-style-type: none"> Operations that cross functional IT groups are slow and inefficient 	<ul style="list-style-type: none"> Standardize and automate both requests and fulfilment across IT silos
<ul style="list-style-type: none"> Many steps are manual and prone to error 	<ul style="list-style-type: none"> Utilizes repeatable, standardized and automated procedure to reduce errors
<ul style="list-style-type: none"> Huge up-front infrastructure investment for small projects or infrequent peaks 	<ul style="list-style-type: none"> Abstracts IT services from IT resources facilitating reuse & overflow pooling
<ul style="list-style-type: none"> Server sprawl with low server/resource utilization 	<ul style="list-style-type: none"> Leverage dynamic allocation linked to a reservation system for higher utilization
<ul style="list-style-type: none"> Compliance, auditing, and security patching costly 	<ul style="list-style-type: none"> Standardize and reduce number of configurations used
<ul style="list-style-type: none"> Don't know what compute resources are used and what they cost 	<ul style="list-style-type: none"> Integrated, usage-based metering, billing and license compliance



Virtualization

Virtualization



- Virtual Server/
Hypervisor
- Virtual Storage &
Network
- Image Management

Automation



Service Management



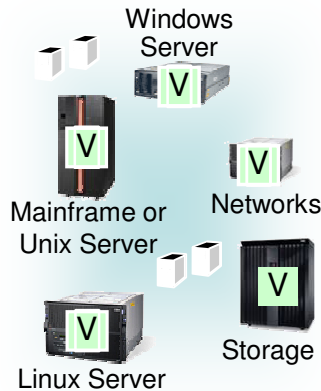
Cloud



Virtualization: The Key to Optimization

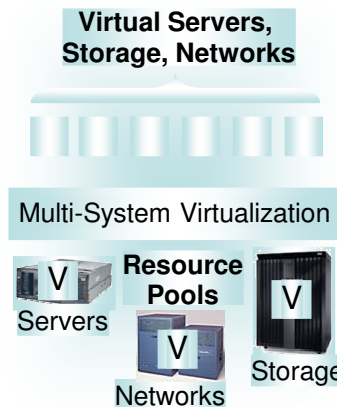
Integration and Simplification

Physical Consolidation

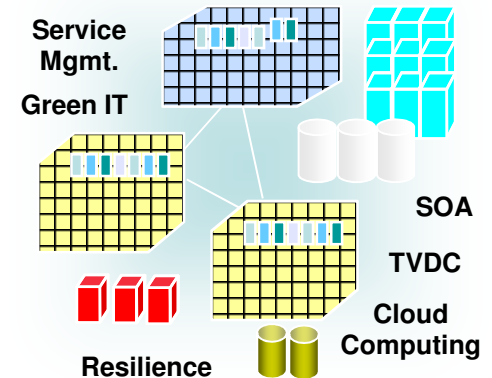


- Better hardware utilization
- Improved IT agility
- Lower power consumption

Abstraction and Pooling



- Better software migration
- Simplified HA solutions
- Improved resource optimization
- Ready-to-run packaged software



- Decouple complexity from scale
- Integrated autonomic mgmt
- Dynamic energy optimization
- Data center security foundation



IBM Implementation Services for Power™ Systems - Planning and Implementing a Virtual IO Server
 IBM Microsoft Server Virtualization - Microsoft Server 2008 Migration
 IBM Web Infrastructure Optimization & Virtualization
 Tivoli Provisioning (Virtualization) Manager V7.1
 Provisioning manager for OS Deployment with tie-in to Systems Director 6.1



Automation

Virtualization



Automation



- Automate manual tasks
- Leverage speed of virtualization
- Integrate into automated solutions

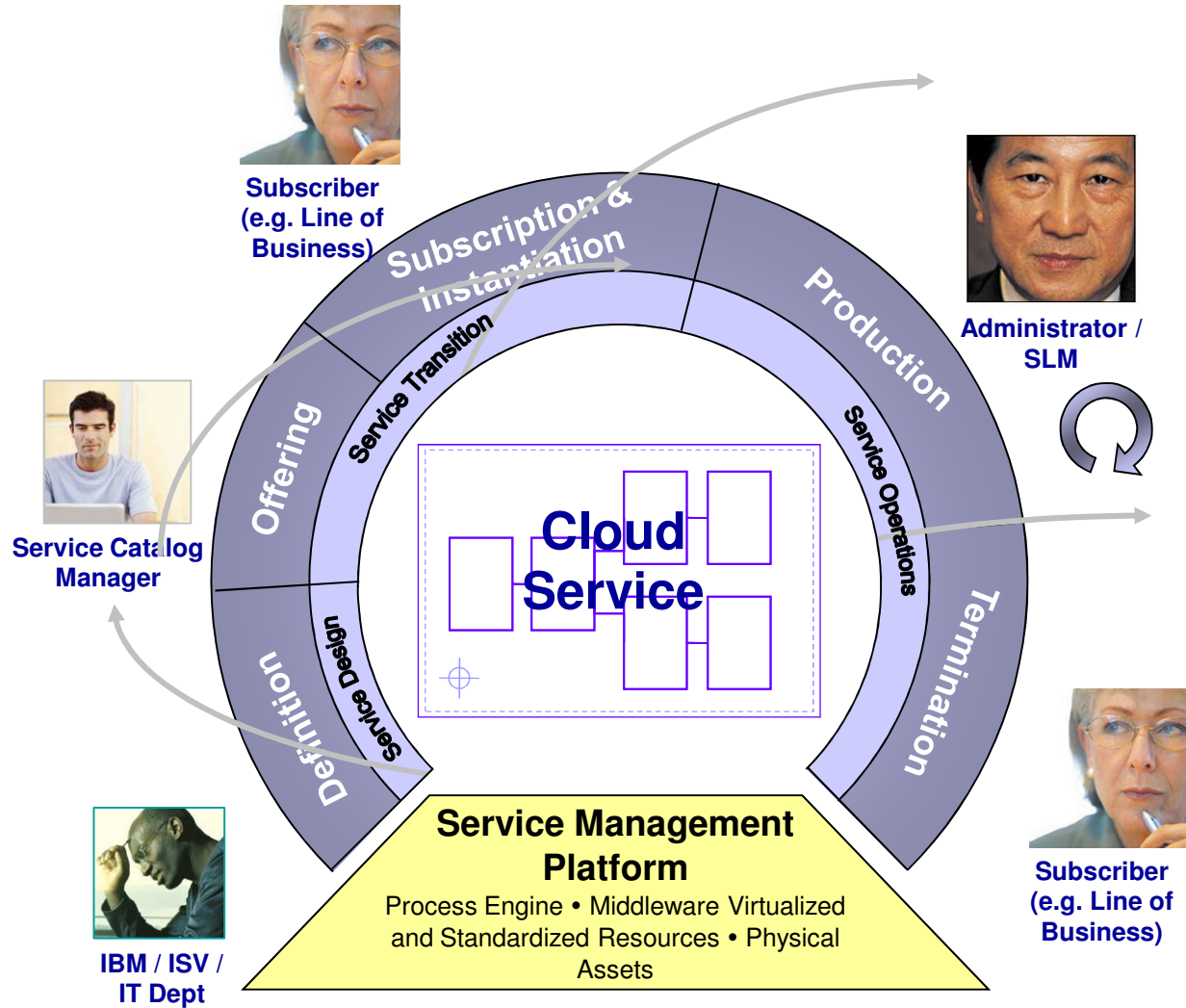
Service Management



Cloud



Service Lifecycle Management And Automation



Service Management

Virtualization



Automation



Service Management



- Integrated ITIL-based management
- Incorporate full systems management infrastructure

Cloud



Dynamic Infrastructure

Delivering superior business and IT services with agility and speed

Service Management – Provide visibility, control and automation across all the business and IT assets to deliver higher value services.

Asset Management – Maximizing the value of critical business and IT assets over their lifecycle with industry tailored asset management solutions.

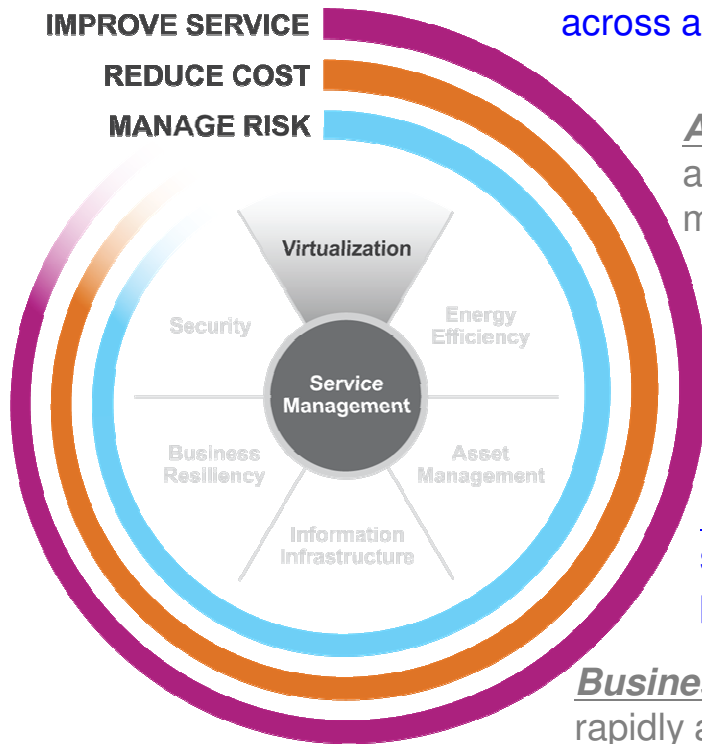
Energy Efficiency – Address energy, environment, and sustainability challenges and opportunities across your infrastructure.

Virtualization – Leadership virtualization and consolidation solutions that reduce cost, improve asset utilization, and speed provisioning of new services.

Business Resiliency – Maintaining continuous business operations while rapidly adapting and responding to risks and opportunities.

Security – End to end industry customized governance, risk management and compliance solutions.

Information Infrastructure – Helping businesses achieve information compliance, availability, retention, and security objectives.



Cloud Computing

Virtualization



Automation



Service Management



Cloud

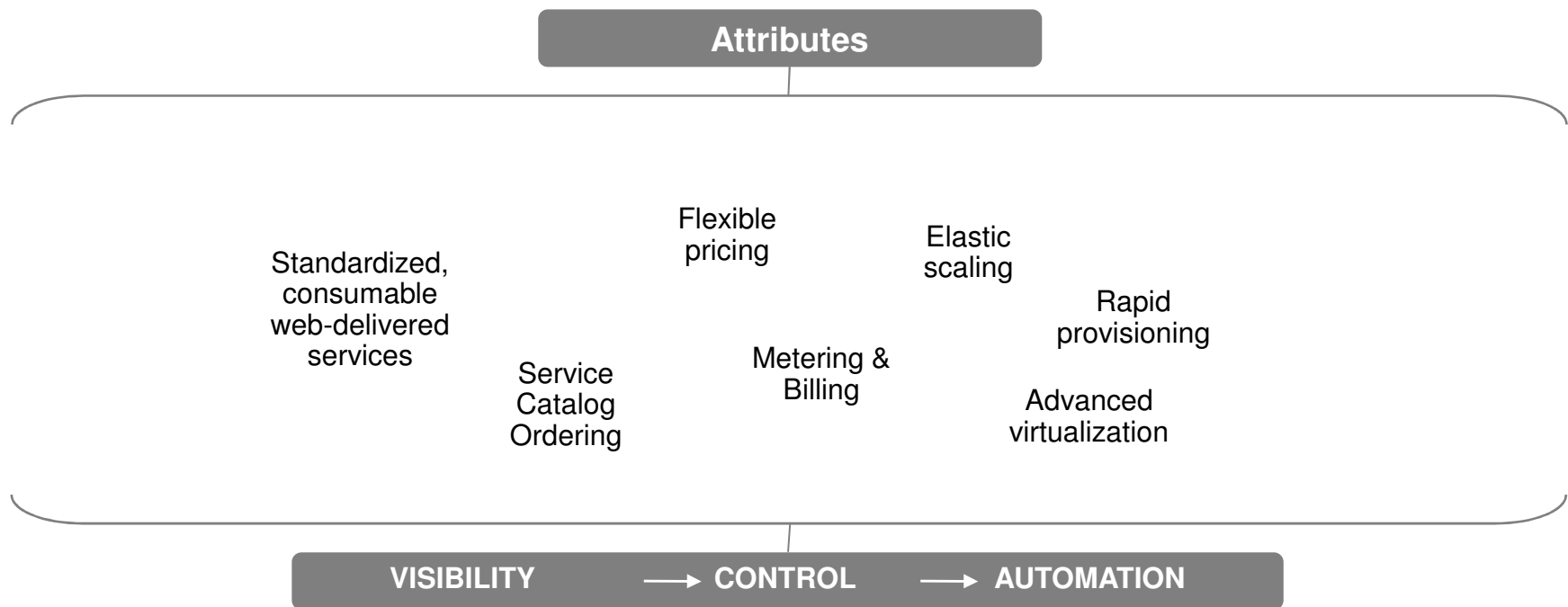


- Leverage underlying Virtualization, Automation and Service Management
- Deliver IT services from an end-user perspective
- Enable new models for capital and operating expense



Cloud Computing ...

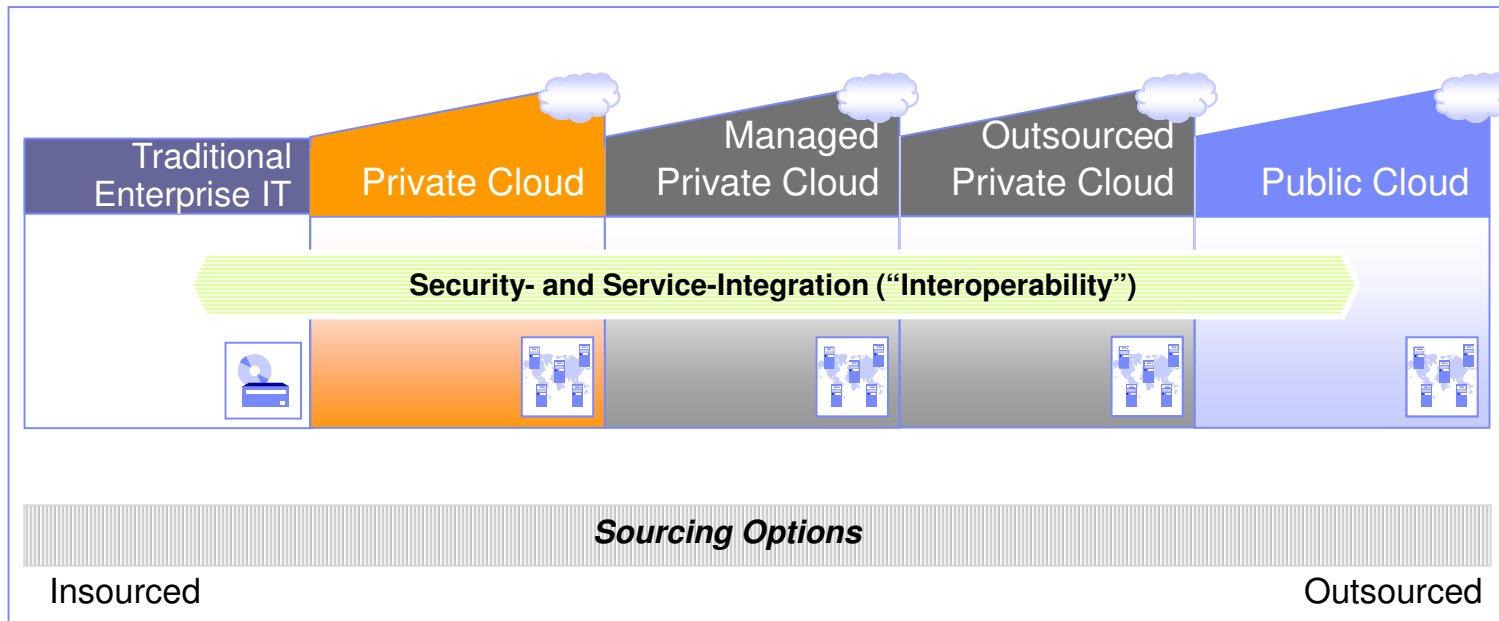
“**Cloud**” is an emerging consumption and delivery model for many IT-based services, in which the user sees only the service, and has no need to know anything about the technology or implementation



....service oriented and service managed



Cloud Has Multiple Sourcing Options

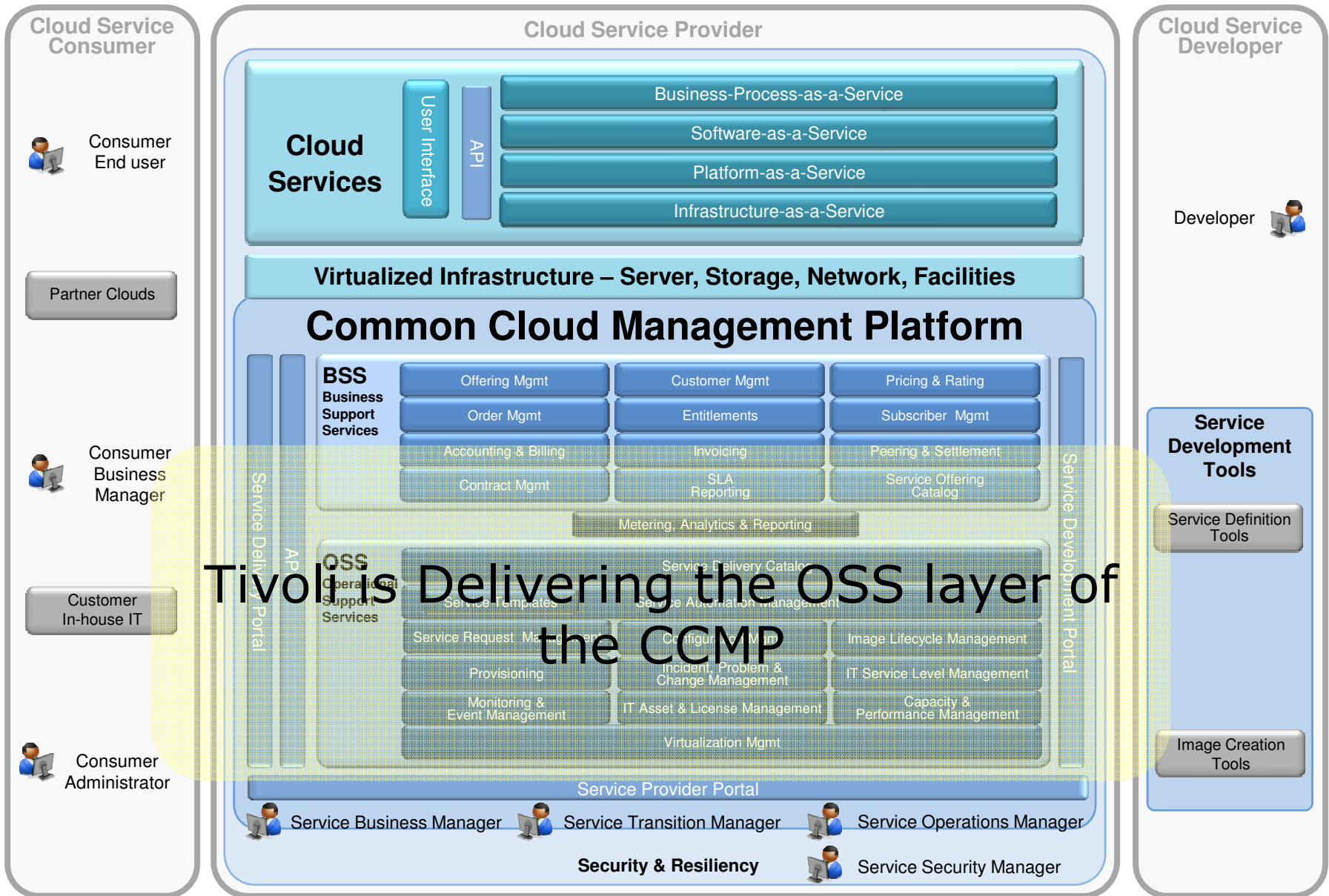


Cloud Computing allows you to develop the right strategy to rapidly and dynamically deliver business and IT services at lower cost and foster innovation



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6

Functional Cloud Management Platform Reference Architecture



Examples of Client Innovation



SK telecom implemented a Korean language portal based on API extensions to Tivoli Service Automation Manager. Provides a development Platform-as-a-Service offering to allow Business Partners to quickly test, develop, and publish new end-user focused WAP services available on SK Telecom network. Delivers a service Management-enabled Cloud Delivery platform to run new WAP services in a workload optimized fashion.

US Dept of Interior – National Business Center

As part of their ongoing operations the agency has realized that providing infrastructure and applications to clients is expensive, not efficient, and results in increased management complexity Federated Data Center self service provisioning using TSAM and TPM, across 2 geographically separated data centers. The virtual servers will contain the base OS, pre-installed middleware and monitoring agents, and will be provisioned across a three-tier (web, application, database) architecture



Rome Tivoli Lab adopted TSAM for a private cloud in early 2009 for the development and test environment. Use request-driven provisioning to request servers, OS and storage on demand. Allow developers/testers to create, share, and manage their images.

Deployment time reduced from 4 days to 45 min for Windows box with WAS and DB2.

Increased capital utilization across teams.



Tornado is an internal IBM cloud solution for automated deployment and management of test and development systems. The challenges are long times to approve, deploy and implement test environments in IBM labs.

Deployed in Toronto, Hursley and Silicon Valley labs reducing a 25 step process down to 5 steps – resulting in a labor savings of over 9 person years and a 305% ROI



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