



## Computacenter and VMware

Computacenter and VMware help organisations maximise the return on investment from virtualisation. By drawing on the company's combined expertise and end-to-end solutions, organisations can simplify IT management, enhance business agility, reduce costs and decrease carbon emissions.

### Business Challenges:

Virtualisation is an essential tool for helping organisations meet the growing pressures on IT budgets and resources. According to a survey by the National Computer Centre, nine out of ten respondents believe virtualisation will help improve the cost-effectiveness of their IT environment over the next two years.

From servers and desktops to storage and the network, Computacenter and VMware offer mature market-leading virtualisation solutions backed by years of implementation and transformation experience. Our virtualisation solutions offer high levels of availability, rapid provisioning and simplified management, making them suitable for production, development and test environments.

Our broad experience of VMware solutions coupled with our industrialised services help organisations:

- Develop an end-to-end virtualisation strategy that delivers maximum business value in the short and long term
- Reduce the risk of business downtime through improved disaster recovery and increased IT performance
- Facilitate the adoption of cost-effective computing models, such as private clouds, shared infrastructures and 'utility' billing
- Achieve a seamless transition and remove ongoing management complexity

### Key Benefits:

Computacenter and VMware help IT departments deploy virtual environments that offer superior availability and performance, greater control and more flexibility. As a result, you can:

**Drive down cost:** By consolidating datacentre assets through virtualisation, organisations can minimise facility, cooling, power and support costs. Capital expenditure is also reduced thanks to higher levels of asset utilisation. A virtual desktop environment will also unlock significant financial savings, as devices are more cost-effective and easier to manage with lower storage requirements.

**Increase agility:** Virtualised IT infrastructures offer greater flexibility and scalability. The ability to provision new users, products and services much faster not only increases efficiency but also helps organisations respond more quickly to peaks in demand and business events, such as mergers and acquisitions.

**Lower carbon emissions:** By significantly reducing power and cooling consumption, virtualisation helps organisations meet their environmental goals by reducing their carbon footprint.

*"Computacenter helped us to optimise the potential of the new infrastructure and ensure that we gained maximum business value from our investment in virtualisation."*

**Mary Ann Watt**  
Project Director  
The Robert Gordon University

Read the full case study at:  
[www.computacenter.com/case-study](http://www.computacenter.com/case-study)





# Partners

## Deliverables:

Computacenter designs, implements, integrates and supports virtualised IT environments using best-practice processes developed in our Shared Services Factory, which means that our customers benefit from cost-savings and continuously improved service quality.

Our expertise spans from identifying the workloads that are best suited to virtualisation to software appraisals that enable organisations to minimise licensing costs while safeguarding compliance. We also offer extensive proof of concept services via our Solutions Centre, which features the UK's first VCE Vblock 2 implementation.

Based on technologies from VMware, Cisco and EMC, VCE Vblock offers customers integrated computing, network, storage and management capabilities to simplify their adoption of a virtual datacentre and private clouds.

As well as helping organisations to implement and manage their own virtual infrastructures, Computacenter offers hosted VMware solutions in our UK datacentres, which includes the only certified tier IV facility in Europe.

## Why Computacenter?

Computacenter has been a VMware Premier Partner for more than five years and are the largest VMware Reseller in Europe.

- Computacenter holds more than 100 VMware accreditations – more than any other UK partner. Our certifications cover all competencies, including Infrastructure Virtualisation, Desktop Virtualisation and Business Continuity
- We were awarded VMware EMEA Desktop Virtualisation Partner of Year 2009 and VMware UK Business Continuity Partner of the Year 2009
- Computacenter is the first Vblock support partner in the UK, and conducted the first implementation

## Consultancy Services

Computacenter's consultancy capabilities cover server, storage, security and networking offering sound technical advice gained from achieving highest level accreditations and practical experience in their field.

## Commercial Solutions

Our commercial solutions enable significant cost savings whilst increasing productivity. We do this by assessing the environment and looking where best practice can be implemented in order to drive operational costs down thus improving operating profit. It is not always about buying the cheapest at the time, but looking at the benefit of said solution over a 3-5 year period and comparing it to other options available to make an informed decision.

## Proven Expertise

We have helped numerous private and public sector organisations take advantage of VMware technologies and virtualisation over the last five years, including Aviva, Parity, Liverpool Direct, Crest Nicholson and Eversheds.

## What next?

To find out how Computacenter and VMware can help you, please visit:

[www.computacenter.com/VMware](http://www.computacenter.com/VMware)

or contact:

0800 014 7420

## Our Competencies:



PREMIER SOLUTION PROVIDER

AUTHORIZED CONSULTANT

BUSINESS CONTINUITY

DESKTOP VIRTUALIZATION

INFRASTRUCTURE VIRTUALIZATION