



**Driving Innovation
Through the Information
Infrastructure**

SPRING 2011



Panel Discussion

Data Center Transformation: The Changing Roles of the People and Technology

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Panel Members

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Data Center Transformation

- Providing services for today and the future –focused on providing IT as a service (ITaaS)
- Seeks to better align IT with Business
- Cost Savings / Efficiencies from several areas:
 - Standardization, lower cost of management
 - Increased utilization through standards and flexibility
 - Delivering ‘paid for’ managed service

Technology & People

- Core Technologies
 - Infrastructure: flexible standardized components
 - Virtualization: servers, storage, network, and Mgmt.
 - Security: multi-layer, multi-tenancy
 - Billing and chargeback: required services
- People – Changing Roles?
 - Migration and Merger of Roles: Server, Storage, Network
 - Services Application Management
 - Accountability: CAPEX / OPEX

Flight Options

- Fractional Aircraft and Private Jet Card Operator
 - Over 100 aircraft, 800 employees
 - Formed in 1998, first company to offer pre-owned aircraft. Second largest Fractional Aircraft operator
- IT Environment
 - 99% Virtualized / Private Cloud. VDI integration in 2000/2001
 - IT staff of 12 including hardware, support and development.



Flight Options – Key Initiatives

- Upgrade of network storage and virtualization environment.
- Build out of mobile data infrastructure for future development and deployment.
- Overhaul of phone system to allow for integration.



Univita Health

- Healthcare
 - 1,200 employees, across US
 - Rapid growth due to mergers/acquisitions
- IT Environment
 - 80% Virtualized
 - 50% annual data growth
 - 200 IT employees
 - 500 TB growing at 50% per anum
- Networked storage, dual data center,
 - Virtualized Exchange 2010 environment
 - New Requirements lead with Virtual



CenterBeam Inc.

- Delivering Cloud services since 1999
 - Service provider delivering collaboration and Virtual Data Center services
 - Private company, 185 employees
 - Inventor of first multi-tenant Hosted Exchange service
- IT Environment
 - 80% Virtualized – delivering private cloud services
 - Policy: do not virtualize high I/O
- Key initiatives:
 - Decreased the number of physical servers
 - Reduced CenterBeam's carbon footprint

CenterBeam – Key Initiatives

- Change and Impact
 - Dramatic change in skill set required for server administration
 - Need virtualization and storage technology knowledge AND ability to understand the interaction between the two
 - Need to understand virtual workloads
 - Customer Impact
 - CIO becoming more strategic vs. tactical
 - IT becoming a provisioner of IT services vs. a provider of those services
 - Customer understanding of the “aaS” implications (IAAS, PAAS, DAAS).
 - Beware of becoming the integrator



Panel Discussion

Text Questions to:
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Thank you

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