

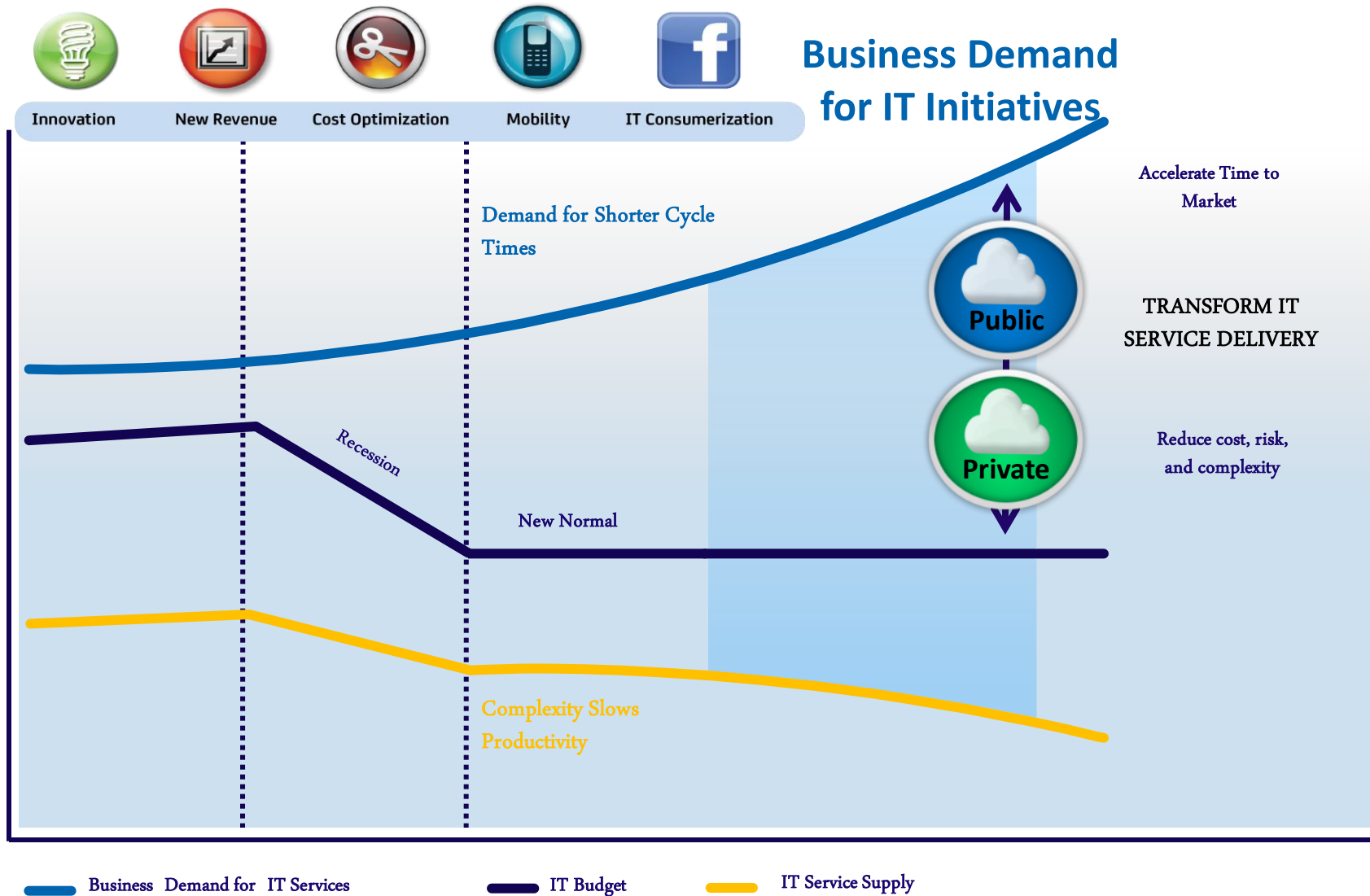
# Agile Datacenter – A Predictable and Elastic Infrastructure

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Director Channel Cloud Strategy APJ  
CA Technologies

agility  
made possible™



# The Problem: CIOs Are Living with a New Normal



# So what do we REALLY want...

## Enable Highly Flexible On-Demand Services

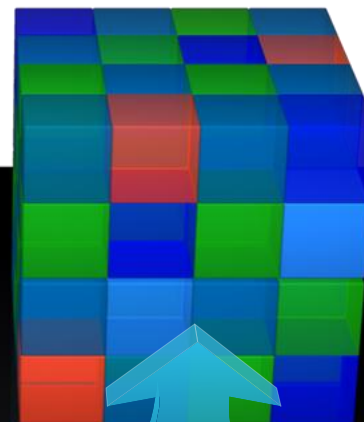
Months



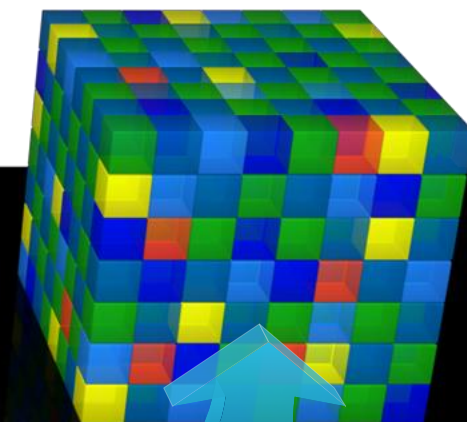
Weeks



Days



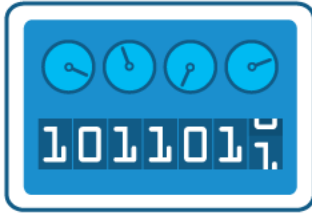
Minutes



Statically  
Defined  
Data Center

Dynamic  
Service  
Enablement

# But the risks are many...



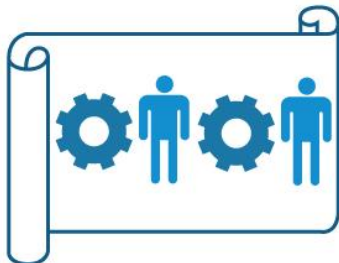
Performance (latency)

Real need to scale-down



Security

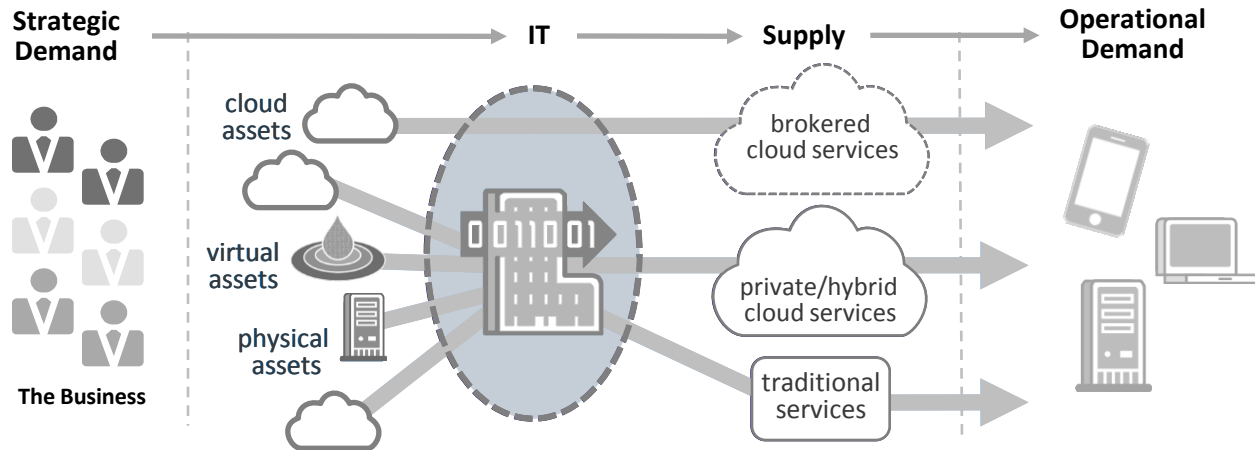
Cost/Commercial (Capex/Opex)



Data Control

# Understand the role of IT and your organizational boundaries.

## Build v's Buy?



**Today's Focus: Delivering Cloud Services**

# What you need to know...

## What is your Baseline today?

Capacity, Power, Performance, Security, Configuration, Compliance and Cost

## What are your current business processes?

Silo or service based, functional or dysfunctional?

## What is your target state?

What services into what markets in what timeframes.

## How does this affect your supply chain?

Service Level Agreements, commercial terms, supply and demand scaling



\$28M

reclaimed  
hardware

\$20M

saved op-  
expenses

Sprint®



60%

server  
utilisation



Gain the visibility into power consumption that is key for maintaining IT service availability

5%

Energy  
Reduction

159%  
ROI

11  
Month  
Payback  
Period





**MGM RESORTS**  
INTERNATIONAL

takes advantage of shorter physical  
server provisioning time

6

weeks

Provisioning

4

days

20

min

VM

Deployment



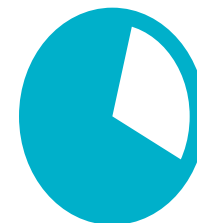


3 weeks  
To 1 day

400k€


/year

saved op-  
expenses



75%

Reduction in  
SLM staff



**eGi** Your Virtual Meeting Experts  
+ Real connections  
+ Real choices  
+ Real easy  
Technology designed with you in mind.


Inability to quickly secure scalable data center resources in new markets.

**7**  
MONTHS


Apps Provision

**2-5**  
days

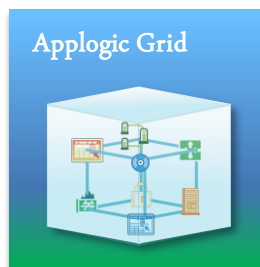
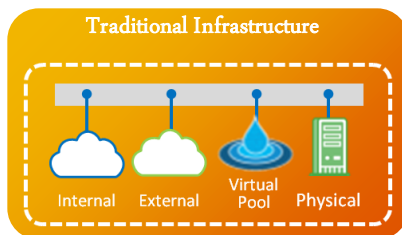
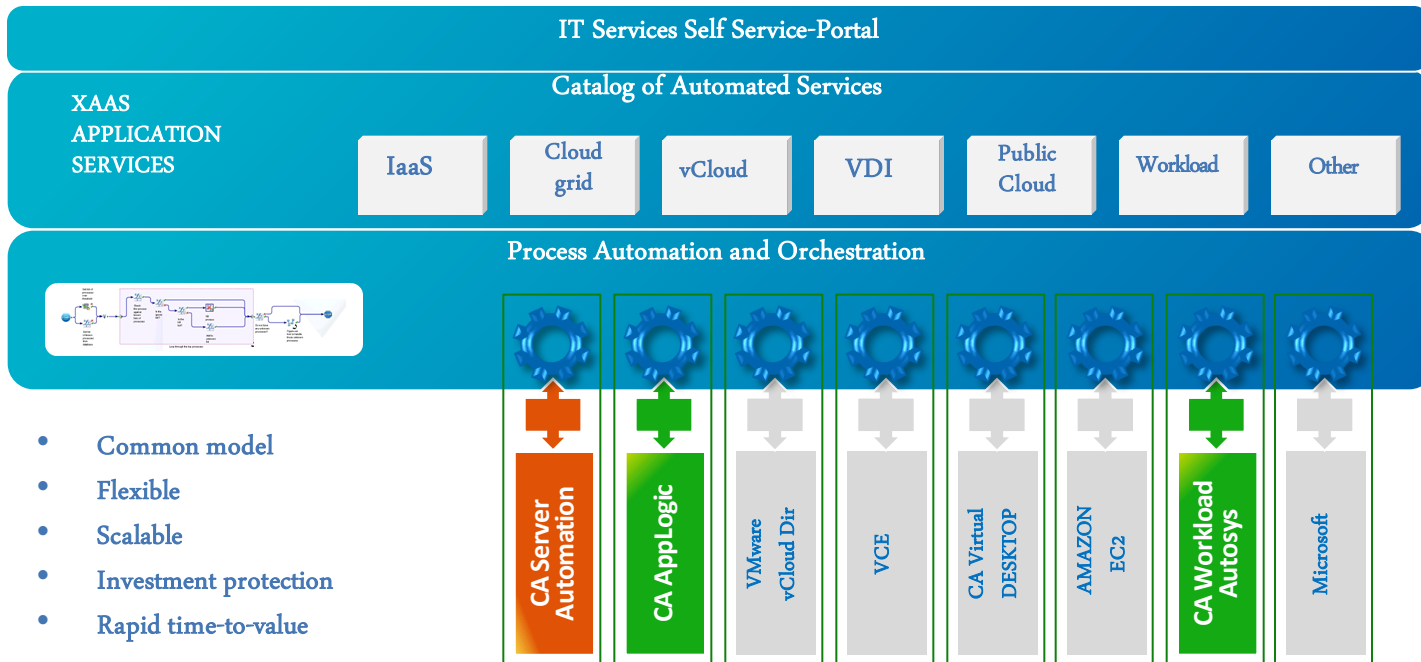
**5**  
VPDC



**1**  
Physical



# Integrate the data centre of today with the technology of tomorrow



Thank you

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