

# FLEXIBLE COMPUTING ASSESSMENT



## OVERVIEW

We recognize that Flexible Computing is not a “one size fits all” approach – your end-user population has various tasks, requirements and system requirements which need specific solutions for each group. The Flexible Computing assessment from Dell can help you prepare to take full advantage of Flexible Computing, to improve security control, more effectively manage data for compliance, optimize IT resources through improved image management, help improve end-user productivity as well as decrease ongoing support cost. The purpose of the assessment is to profile end users, match these to the most appropriate client-side architecture, aggregate architecture matches across the organization and propose an optimized client side environment.

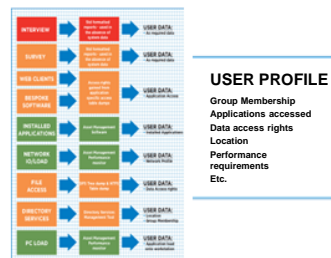
## POTENTIAL BENEFITS

- Identify user population system requirements via systemic, quantitative methodology to establish the end users’ “fingerprint”.
- Obtain a complete understanding of your current system capacity and utilization as well as create models for the future.
- Potentially reduce end-user station space and help optimize energy requirements.
- Use the return on investment model to determine a realistic budget and success criteria.
- Identify the impact to storage, networking, server and data center space.
- Establish a roadmap to determine from initial implementation how your client infrastructure will scale to meet business demand.

## THERE ARE NUMEROUS OPTIONS

Identification of the “best of breed” solutions that address your user needs is the key to success in any solution. Dell uses a quantitative, systemic methodology to build an end-to-end view and understanding of both the IT and end-user experience requirements. Less comprehensive approaches that are not end-to-end tend to move the problem around the enterprise and do not really solve the core issues that generate complexity.

## End User Profiling



## AREAS COVERED DURING AN ASSESSMENT

- The Dell Consultant will clarify and confirm end-user requirements.
- Identify opportunities to improve IT end user operations.
- Present “Return on Investment “ (ROI) and Total Cost of Ownership (TCO) models for solution options.
- Evaluate proper flexible solutions for Users, Workgroups and/or Organization. Technologies considered include:
  - ✓ *On Demand Desktop Streaming,*
  - ✓ *Virtual Remote Desktop*
  - ✓ *Dedicated Remote Computing*
- We use a tools based assessment to evaluate customer infrastructure including networks, storage, servers as well as client systems.

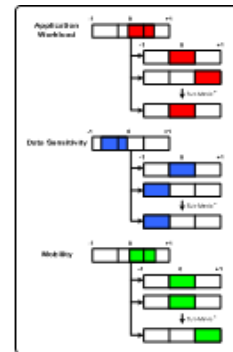
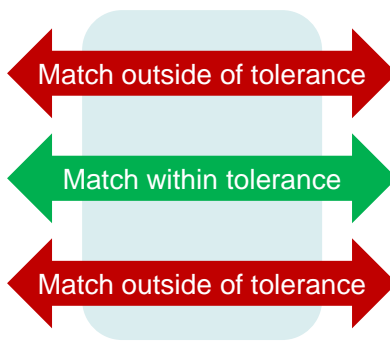
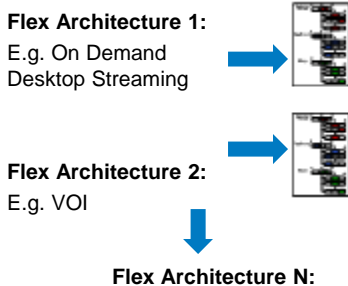
**PRICING & SCOPE** Contact your Dell representative for pricing information.

# FLEXIBLE COMPUTING ASSESSMENT

## OUR APPROACH

What Dell can provide is a standards-based Flexible Computing solution along with End User Profiling that Dell's Global Infrastructure Consulting team has developed. Our End User Profiling assessment utilizes online surveys for your IT department and end users to identify the best solution for your IT and Business requirements. Data analysis is performed with a Dell rules engine which generates FingerPrints (patterns of usage) of end-users with a comparison of these FingerPrints to Dell validated solutions and reference architecture. The output of the assessment is a set of recommended architectures aligned to your business which will deliver the most optimized solution for your IT infrastructure, based upon your business and technical requirements. Solution Consultants provide advice for every stage of the process, from pre-planning through implementation and lifecycle support. We also ensure a single point of contact to maximize operational efficiency and speed time to deployment.

## Match "Fingerprints" To Architectures



## Create the "User Fingerprint"

## CUSTOMER RESPONSIBILITIES

- Senior IT management participation in the project kick-off and final debriefing.
- Access to end-user management and/or IT liaisons to gather requirements.
- Access to system environment and network documentation as well as access to IT operations managers, staff and end user representatives for requirements gathering.

### *Not Included with this Service*

- Flexible Computing hardware, software, applications or licensing
- A high level detailed design – the intention is to provide a conceptual design and business case.
- Remediation resulting from findings.
- Certification of the customer's existing design.

## DELIVERABLES

- We can provide a basic, standard and custom Flexible Computing assessment depending on the size of the environment to be assessed and your requirements.
- An executive briefing providing you with the opportunity to further discuss findings and determine next steps as a result of the assessment.

## SHIFT YOUR IT RESOURCES FROM MAINTENANCE TO MOMENTUM

Dell Global Services simplifies the management of your IT environment so you can get up and running quickly, with lower deployment costs, fewer hassles, and less time spent on non-strategic tasks. You pay only for the services you need, gain instant access to the latest innovations without additional infrastructure investment, and take your business from maintenance to momentum. Dell offers services to help you address the full lifecycle of your IT infrastructure — including planning, implementation, maintenance and ongoing support.

DELL HAS NO LIABILITY FOR LOSS OR RECOVERY OF DATA OR PROGRAMS

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