Organisations face escalating demands for accessing, managing, storing and securing increasing volumes of data. Higher-performance storage capacity is therefore essential, but it must be balanced against other considerations such as compatibility with existing solutions, future costs, capabilities and competitiveness. It is also important to recognise that servers are best used for processing, not managing and safeguarding data.

The new generation of storage technologies effectively meets the challenges of management, scalability and availability. However, the skills required to accurately design and deploy these new solutions are not ubiquitous. While a well deployed Storage Area Network (SAN) or Network Attached Storage (NAS) solution can eliminate the operational and infrastructure challenges associated with server-based or highly-distributed storage implementations, a poorly deployed SAN or NAS environment has the potential to extend or exacerbate problems.

Dell Professional Services offer a comprehensive suite of service options, together with proven expertise in planning and rapidly deploying these solutions that enable you to manage your information needs.

- **Improved administration** – any-to-any connectivity, advanced load balancing and storage management infrastructures can significantly improve resource utilisation
- **Improved availability** – with a SAN, high availability provides assured revenue production
- **Increased business flexibility** – data sharing is increased while the need to transform data in heterogeneous computing environments is reduced. The true value of a storage solution is therefore NOT in the technology but rather in the business benefits it provides
- **Enhanced storage management** – the reduction of scheduled and unscheduled downtime for mission critical applications
- **Creation of a business case and benefits assessment** – risk assessment, total cost of ownership and return on investment analysis
- **Improved scalability** – solutions address current and future infrastructure needs, leveraging existing storage while implementing new storage networking technologies to reduce management costs
- **Rapid implementation** – Dell Professional Services defines and develops a comprehensive migration plan and timetable.

Visit [www.euro.dell.com/services](http://www.euro.dell.com/services) for more information
Dell will work closely with your team to develop and implement the most suitable solution for your organisation. Drawing on years of experience, Dell Professional Services consultants utilise proven methodology and project management expertise to provide timely, efficient and effective solutions. The consultants work with you to gain an understanding of your business objectives and IT strategies, then design plans that are flexible enough to adapt to current environments and structured to deliver desired results.

Dell’s integrated storage services portfolio offers a full range of lifecycle storage service options from initial assessment to planning and design, incorporating tool-based methodologies and best practice such as:

- Infrastructure consolidation readiness assessment
- SAN and NAS design and deployment
- Storage integration in a heterogeneous environment
- Backup and recovery implementation
- Data migration
- SAN Healthchecks and Operational SAN Maintenance

Dell Professional Services combine affordability with an in-depth understanding and expertise in implementing standards-based systems. Dell complements these strengths by providing a single point of accountability that makes it easy to obtain the service you need.

To help you understand the benefits of Dell|EMC storage solutions, we can offer an **Infrastructure Consolidation Readiness Assessment**. The report will identify associated technical and operational risks, benefits and high level recommendations for a consolidated environment and an ROI study detailing the advantages of server and storage consolidation within the enterprise.

**Dell Services 360° approach**

Dell Professional Services are part of Dell’s $4billion worldwide services business, which applies a 360° approach to lifecycle support to achieve scalable enterprise computing. Dell Professional Services are integrated with the other solutions in the Dell Services portfolio, which helps customers at every stage of the lifecycle from initial infrastructure consulting, through application testing to desktop value recovery and recycling.

For further information please contact your Dell Account Manager.