



Cisco® Unified Computing System provides the foundation for a broad spectrum of virtualization initiatives that can reduce equipment and operating costs, consolidate resources, and automate data center processes.

## Cisco Unified Computing Planning, Design, and Implementation Service

### Accelerate Your Transition to a Unified Computing Architecture

To meet the ever-growing demands of your users and applications, you need to achieve the utmost performance, availability, and efficiency from your data center. The innovative new Cisco® data center technology, the Cisco Unified Computing System™ (Cisco UCS), provides the foundation for a broad spectrum of virtualization initiatives that can consolidate resources and automate data center processes, thereby reducing equipment and operating costs. Whether you are seeking to create a stateless computing environment, enable just-in-time provisioning of resources, simplify the management of virtual machines, or more, the Cisco Unified Computing System provides a powerful solution.

Quickly reaping the benefits of a new data center initiative and mitigating risks require expert guidance. To realize the significant advantages of the Cisco Unified Computing System, you need a collaborative design that accounts for your entire data center environment, including servers, storage, network, security, virtualization, and applications. To quickly and safely deploy this new architecture, you need an implementation strategy based on proven methodologies and industry best practices.

### Take the Right Steps

Cisco Unified Computing Planning, Design, and Implementation Services draw on a unified view of infrastructure, processes, and interdependencies across your data center to help you take the right steps to achieve your business and technical objectives and help to reduce risk and accelerate the benefits of unified computing. This service offers a choice of fixed-scoped or custom engagements, shaped around achieving the specific goals you have set for your unified computing project. Cisco can deliver a customized service engagement for projects such as:

- Virtualization
- Stateless computing environment implementation
- Database migration
- Scalability and performance improvement
- x86 and legacy migration

Cisco and our industry-leading data center partners bring in-depth expertise to help you plan and design these and other projects effectively and realize the full potential of unified computing in your environment. These services are available:

- Cisco Unified Computing Preproduction Pilot Service
- Cisco Unified Computing Accelerated Deployment Service
- Cisco Unified Computing Virtualization Assessment Service
- Cisco Unified Computing Virtualization Accelerator Service
- Cisco Unified Computing Server Virtualization Mobility and Management Service
- Cisco Unified Computing Management Systems Integration Service
- Cisco Unified Computing Migration and Transition Service
- Cisco Unified Computing Database Accelerator Service
- Unified Computing Installation Service

### Unified Computing Preproduction Pilot Service

If you are evaluating the Cisco Unified Computing System, a preproduction pilot is the best place to start. The Cisco Unified Computing Preproduction Pilot Service is a three-week engagement that conducts a pilot in your environment to validate that the project will deliver the business and technical objectives you expect. Through this pilot, you gain valuable expertise using the Cisco Unified Computing System before you commit to a purchase. The preproduction pilot engagement also develops a production-ready blueprint for deploying in your environment. At the end of the engagement, you will receive documentation of your validated business case with an executive summary detailing critical success factors, risks, and the next steps toward a successful deployment.

### Unified Computing Accelerated Deployment Service

If you have already committed to implementing the Cisco Unified Computing System, the Cisco Unified Computing Accelerated Deployment Service provides planning, design, and implementation expertise to bring your project into production in one segment of your data center within four weeks. You will collaborate with Cisco experts to design the production scope that the engagement will cover. At the end of the engagement, you will receive documentation of the recommended next steps, an architectural design, and a runbook to scale the implementation throughout your environment.

### Unified Computing Virtualization Assessment Service

The first steps in launching a successful virtualization effort are assessing the opportunities for server consolidation and designing the right virtualized architecture for your data center. The Cisco Unified Computing Virtualization Assessment Service provides a clear, comprehensive analysis of the server consolidation opportunities within your physical IT infrastructure and provides expert assistance creating a roadmap for your solution. The engagement consists of automated data collection from your compute environment, followed by an interactive facilitated design session.

### Unified Computing Virtualization Accelerator Service

This service provides expert guidance through the design and deployment of a virtual server environment on the Cisco Unified Computing System. The Cisco Unified Computing Virtualization Accelerator Service begins after you have installed the Cisco Unified Computing System and the environment is online. It helps you design and deploy an optimized compute infrastructure. It includes the development and implementation of an exhaustive test plan to address the resiliency and flexibility of your planned unified architecture on the Cisco Unified Computing System.

### Unified Computing Server Virtualization Mobility and Management Service

This service provides in-depth planning and design for an end-to-end data center virtualization strategy and for enhanced provisioning and management of virtual machines. The Cisco Unified Computing Server Virtualization Mobility and Management Service applies management and movement best practices to help you eliminate common problems associated with virtual machine deployments. The service provides an exhaustive evaluation of your current environment and processes and documents requirements across your existing and planned assets to achieve your virtualization objectives. At the end of the engagement, you will receive all of the information you need to begin implementing your virtualized data center, including detailed documentation of requirements and an architectural design.

### Unified Computing Management Systems Integration Service

Designed for Cisco UCS solutions that include the Unified Computing System Manager, this service provides for the creation of an interoperability interface between the unified computing platform and third-party management tools, using the available application programming interface (API) for ease of provisioning, monitoring, troubleshooting, and adaptability of the unified computing platform. The Cisco Unified Computing Management Systems Integration Service uses the advanced API of the Cisco Unified Computing System Manager to tightly integrate with a customer's existing Cisco network, storage, server, and provisioning management systems.

### Unified Computing Migration and Transition Service

This service helps you accelerate the adoption and optimal implementation for your business applications on a Cisco Unified Computing System platform. The service can help you smoothly migrate existing applications, modernize them to a new version, and automate them using features of the Cisco Unified Computing System platform and other management applications. Cisco and our partners work with you throughout this process to assess your current application infrastructure, determine and implement an efficient migration strategy while helping to minimize risk, and integrate the Cisco Unified Computing System with your existing IT architecture to increase manageability and simplify application provisioning. The Cisco Unified Computing Migration and Transition Service has three components:

- **Migration:** Migrates your existing applications to the Cisco Unified Computing System platform.

## Unified Computing Migration and Transition Service *(Continued)*

- **Modernization:** Optimizes the architectural design and deployment of packaged applications while upgrading to newer versions.
- **Management and automation:** Assesses current application-management processes and tools and helps you enhance application manageability through orchestration and process automation.
- **Custom migration:** Migrates your existing applications to the Cisco Unified Computing System platform. Cisco Advanced Services has developed a proven offering to help you transition ERP infrastructures from legacy, proprietary processing platforms to today's open architectures coupled with pervasive virtualization securely and cost-effectively, to address your business challenges.
- **Oracle migration to Cisco UCS:** Our services help you with consolidating, upgrading and migrating existing Oracle applications such as E-Business Suite, Siebel, PeopleSoft and databases onto Cisco UCS infrastructure. We help design and optimize comprehensive solutions using Oracle RAC environment on Cisco UCS while exploiting Cisco Unified Computing System features to enhance overall application performance, scale and resiliency of your application environment.
- **SAP migration:** We help you transform your mission critical business processes and applications by migrating and optimizing your SAP applications suites such as ECC/ERP, CRM, SCM, PLM to the Cisco Unified Computing System platform, while exploiting Cisco Unified Computing System features to enhance overall application performance, scale and resilience.
- **Exchange migration:** Migrates and optimizes your Microsoft Exchange deployment to the Cisco Unified Computing System platform, while exploiting Cisco Unified Computing System features to enhance Exchange performance, scale and resilience.

## Unified Computing Database Accelerator Service

This service provides for the creation of a roadmap, strategy, and implementation plan for a unified-computing-based database service. The Cisco Unified Computing Database Accelerator Service provides expert guidance to obtain optimal use of a Cisco Unified Computing System for the database service and to avoid disruptions during the database implementation and migration.

## Unified Computing Installation Service

This service provides installation of all interconnected hardware in your data center from an expert Cisco partner who has extensive experience with complex and virtualized data center environments. The Cisco Unified Computing Installation Service helps you to deploy unified computing in your environment with minimal stress or disruption to your operations. It encompasses compute platforms, network and storage networking devices, interconnects and cabling, and installation and configuration of related network and management software.

Table 1 lists service activities and deliverables.

**Table 1.** Unified Computing Planning, Design, and Implementation Services Activities, Deliverables, and Benefits

Activities and Deliverables	Benefits
<p>Cisco Unified Computing Preproduction Pilot Service:</p> <ul style="list-style-type: none"> <li>• Three-week engagement split between interactive and hands-on engagements at your location to clearly validate that expected results will be delivered, prior to purchase</li> <li>• Clearly define business and technical objectives for your unified computing initiative; identifies best practices for achieving them and delivers a customer requirements document (CRD) detailing critical success factors, risks, and recommended next steps.</li> <li>• Define technical and business criteria by which to measure effects of planned project and deliver architectural design document detailing infrastructure capacity planning and design considerations for your planned environment</li> <li>• Analyze current state of server and computing architecture and assess compute platform requirements as they relate to projected environment, resource capacity, and user community demands</li> <li>• Document challenges, critical success factors, and risks and verify physical infrastructure and hardware installation for pilot</li> <li>• Install and verify required management software, including firmware and single operating system, and perform initial configuration of the unified compute platform, including administration accounts and basic role configuration</li> <li>• Validate pilot unified computing implementation against expected business and technical objectives</li> <li>• Deliver detailed operational runbook for transitioning the pilot implementation into a scaled production environment</li> </ul>	<ul style="list-style-type: none"> <li>• Reduce risk by validating your specific use cases for the Cisco Unified Computing System architecture</li> <li>• Increase confidence in your initiative and readiness to transition your legacy technologies to a unified computing architecture</li> <li>• Gain valuable expertise during validation and knowledge transfer to help you more successfully assess, design, and implement a unified computing architecture</li> <li>• Plan and budget more effectively with a detailed total cost of ownership report that is aligned with your specific use cases</li> <li>• Accelerate the time to production and time to value of your unified computing initiative</li> </ul>
<p>Cisco Unified Computing Accelerated Deployment Service:</p> <ul style="list-style-type: none"> <li>• Four-week engagement split between interactive and hands-on engagements at your location and offsite data validation for a single segment of your data center</li> <li>• Clearly define business and technical objectives for your unified computing initiative and identify best practices for achieving them</li> <li>• Analyze current state of server and computing architecture</li> <li>• Assess compute/server platform requirements as they relate to projected environment, resource capacity, and user community demands</li> <li>• Document challenges, critical success factors, and risks</li> <li>• Verify physical infrastructure and hardware installation for pilot</li> <li>• Install and verify required management software, including firmware and single operating system</li> <li>• Perform initial configuration of unified computing platform, including administrator accounts and basic role configuration</li> <li>• Deliverables: CRD detailing critical success factors, risks, and recommended next steps as well as an architectural design document and detailed operational runbook for transitioning the pilot implementation into a scaled production environment</li> </ul>	<ul style="list-style-type: none"> <li>• Accelerate the installation and time to value of the Cisco Unified Computing System and operating environment</li> <li>• Improve your operational efficiency and success through an in-depth understanding of the Cisco Unified Computing System and architectures</li> <li>• Reduce risk and delays in your initiative through a detailed CRD that provides a clear roadmap through the deployment of the Cisco Unified Computing System</li> </ul>

Activities and Deliverables	Benefits
<p>Cisco Unified Computing Virtualization Assessment Service:</p> <ul style="list-style-type: none"> <li>• Install collection tool in your environment and validate your inventory in preparation for automated data collection</li> <li>• Analyze collected data to determine suitable candidate servers for virtualization</li> <li>• Clearly define business and technical objectives for your Cisco Unified Computing System environment</li> <li>• Estimate the total cost of ownership and return on investment for your planned compute environment</li> <li>• Identify clear roadmap and next steps to pursue your virtualization strategy successfully</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– Site assessment report of servers in your current compute environment</li> <li>– Overview of virtualization assessment, including financial effect analysis associated with consolidation on the Cisco Unified Computing System platform</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Enhance your return on investment by identifying opportunities to yield maximum benefit from server consolidation in your Cisco Unified Computing System deployment</li> <li>• Reduce risk by clearly understanding potential virtualization scenarios for server consolidation</li> <li>• Increase your confidence in your virtualization initiative and readiness to transition to a unified computing architecture</li> <li>• Speed time to value of your virtualization effort</li> <li>• Improve the availability of data center resources and the ability of your data center environment to meet fast-changing business requirements</li> </ul>
<p>Cisco Unified Computing Virtualization Accelerator Service:</p> <ul style="list-style-type: none"> <li>• Engagement split between design support and implementation support phases</li> <li>• Design support experts review your existing server resources, network and storage access requirements, and configuration requirements</li> <li>• Implementation support experts help verify your physical infrastructure and necessary hardware installation for the Cisco Unified Computing System deployment</li> <li>• Deployment and verification of system components such as VMware ESX/ESXi and vSphere</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– Transfer of critical knowledge regarding operation of virtualized environment such as vSphere4.0</li> <li>– Comprehensive test plans</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Reduce risk of your virtualization initiative through clear understanding of the sizing of the virtual machines required for your application environment</li> <li>• Accelerate your virtualization project implementation and return on investment through expert setup of the Cisco Unified Computing System infrastructure and virtualization environment, including virtual machines</li> </ul>
<p>Cisco Unified Computing Server Virtualization Mobility and Management Service:</p> <ul style="list-style-type: none"> <li>• Clearly define business and technical objectives for your virtualization initiative and identify best practices for achieving them</li> <li>• Analyze current state of server and computing architecture</li> <li>• Assess existing infrastructure, management, application, network, and storage environment as it relates to projected environment</li> <li>• Apply management and movement best practices to help eliminate common issues associated with virtual machine deployments</li> <li>• Document primary requirements, challenges, critical success factors, and risks</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– CRD detailing critical success factors, risks, and recommended next steps and an architectural design document</li> <li>– Clearly defined strategy for data center virtualization that is customized to your technical and business objectives and aligned with industry best practices</li> <li>– Detailed framework for enhancing the manageability, scalability, availability, and provisioning of virtual machines, using any-to-any connectivity</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Realize the full benefits of your x86 server virtualization effort through a professionally installed hypervisor and virtual machine environment that is installed and configured according to industry best practices</li> <li>• Reduce the costs and improve the reliability and manageability of your server infrastructure through optimized and flexible use of compute resources</li> <li>• Enhance business continuity and availability of critical business applications through the more robust disaster recovery capabilities of a virtualized server environment</li> <li>• Improve overall quality of service and reduce server virtualization management costs through the ability to manage compute devices as a pool of resources</li> </ul>

Activities and Deliverables	Benefits
<p>Cisco Unified Computing Management Systems Integration Service:</p> <ul style="list-style-type: none"> <li>• Interview primary stakeholders to discover your existing management tools</li> <li>• Analyze, review, consolidate, and document your requirements</li> <li>• Evaluate your existing management tools</li> <li>• Identify integration touchpoints and need for additional tools or customization</li> <li>• Perform high-level decomposition of design requirements; expose and resolve potential issues and assemble detailed functional description</li> <li>• Carry out design and information-sharing sessions, as well as intermediate sessions to assure that the design aligns with your expectations</li> <li>• Collaborate with providers of management tools, as necessary, to enhance integration and reduce risk</li> <li>• Code and implement integration and pipelining frameworks as provided in low-level design</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– CRD detailing critical success factors, risks, and recommended next steps</li> <li>– High-level document (HLD)</li> <li>– Close-out (final) documentation</li> <li>– Knowledge transfer</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Simplify the provisioning, monitoring, and troubleshooting of your unified computing architecture through tight integration of the Cisco Unified Computing System with your existing data center systems management tools</li> <li>• Enhance your ability to manage and operate your unified computing environment efficiently</li> </ul>
<p>Cisco Unified Computing Migration and Transition Service includes three service components: migration, modernization, and automation and management</p> <p>Migration:</p> <ul style="list-style-type: none"> <li>• Perform discovery and dependency mapping</li> <li>• Perform application workload analysis across environments</li> <li>• Develop optimized architectural design and layout for new unified computing environment</li> <li>• Construct implementation and migration plan based on ranked priorities, SLA, optimal benefit, and so on</li> <li>• Migrate ISV and custom legacy applications</li> <li>• Develop operational run book and configuration guide</li> <li>• Develop migration test plan and provide implementation support</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– Customer requirements document</li> <li>– Application dependency map</li> <li>– Workload performance document</li> <li>– High-level design</li> <li>– Low-level design</li> <li>– Migration plan</li> <li>– Implementation plan</li> <li>– Test plan</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Solutions driven approach to migrate to an optimized architecture designed to use strategic, business and technical benefits</li> <li>• Safely and effectively migrate client applications to a unified computing platform</li> <li>• Provide migration and implementation planning and support to mitigate risk and provide accurate target environment and deployment timelines</li> <li>• Help ensure minimal deployment and migration time for greatly reduced service disruptions</li> <li>• Optimal deployment of client applications onto unified architecture to use best practice virtualization strategies and capabilities</li> <li>• Help ensure application is refreshed and architecture is designed to maximize the new unified computing platform</li> <li>• Help ensure application is functional and running with proper configurations for an integrated virtual and physical environment</li> </ul>

Activities and Deliverables	Benefits
<p>Cisco Unified Computing Migration and Transition Service includes three service components: migration, modernization, and automation and management (<i>Continued</i>)</p> <p>Modernization:</p> <ul style="list-style-type: none"> <li>• Design a unified computing architecture based on proven practices for application environments</li> <li>• Assess and determine optimal modernization method</li> <li>• Develop modernization plan:ISV application installation and upgrade <ul style="list-style-type: none"> <li>– OS installation and upgrade</li> <li>– Custom application upgrade procedure</li> <li>– Infrastructure upgrade (compute, memory, I/O)</li> </ul> </li> <li>• Implement updates, patches, or reinstall to newer version of application/OS/HW</li> <li>• Integrate to migration plan to determine accelerated deployment time</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– Customer requirements document</li> <li>– High-level architecture design</li> <li>– Low-level architecture detail design</li> <li>– Modernization plan (installation and update); integrated to migration plan</li> </ul> </li> </ul> <p>Management and automation:</p> <ul style="list-style-type: none"> <li>• Implement and integrate systems orchestration tools to unified computing system and unified fabric environments <ul style="list-style-type: none"> <li>– Cisco UCS Manager API integration</li> <li>– Server, network, and storage provisioning</li> <li>– Automated infrastructure deployment process development</li> <li>– Reporting, monitoring, and chargeback</li> </ul> </li> <li>• Implement and configure run book and workflow automation tools</li> <li>• Design and implement automated workflows for application and OS installation, configuration and change control</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– Systems orchestration installation guide</li> <li>– API design guide</li> <li>– Application workflow guide</li> <li>– SMA operations run book</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Simplify systems management integration</li> <li>• Automate deployment of end-to-end stack for your applications down through the supporting hardware infrastructure</li> <li>• Reduce time to deploy</li> <li>• Increase operational efficiency, application availability and agility</li> </ul>

Activities and Deliverables	Benefits
<p>Cisco Unified Computing Database Accelerator Service:</p> <ul style="list-style-type: none"> <li>• Assess database clustering, database failover, and availability in your environment</li> <li>• Identify the applications and components (operating systems, servers, storage, network, and environment infrastructure) that are required for or will utilize the database service</li> <li>• Validate workload estimates for the migration through database-level macro and best practices analysis</li> <li>• Identify known interoperability and compatibility issues and identify any requirement gaps</li> <li>• Develop a unified computing design and sizing estimates for compute resources (CPU, memory, storage, and network)</li> <li>• Develop a database design to optimize availability, capacity, and performance, including caching, partitioning, and instance recovery</li> <li>• Develop an optimization and tuning plan for the database management system and related components</li> <li>• Deliverables: <ul style="list-style-type: none"> <li>– CRD detailing critical success factors, risks, and recommended next steps</li> <li>– Project plan and roadmap</li> <li>– Risk mitigation and status update</li> <li>– Knowledge transfer and best practices</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Accelerate the migration of your application and/or database platform to the Cisco Unified Computing System</li> <li>• Increase confidence in your initiative and reduce risk through validating an application and/or database on the Cisco Unified Computing System architecture</li> </ul>
<p>Installation:</p> <ul style="list-style-type: none"> <li>• Develop customized procedures and configuration for your planned implementation</li> <li>• Evaluate and configure correct software revisions</li> </ul>	<ul style="list-style-type: none"> <li>• Reduce disruption to your environment and business operations during a unified computing hardware implementation through the help of an expert Cisco data center partner</li> <li>• Accelerate the benefits of your unified computing initiative</li> </ul>

## Benefits

The Cisco Unified Computing Planning, Design, and Implementation Services draw on Cisco's unique architectural approach and unified view of data center resources and interdependencies to accelerate your transition to a unified computing architecture.

These services help you:

- Achieve your business goals by clearly defining and validating your operational and technical objectives
- Reduce the risk of your data center initiative with a detailed analysis of how the Cisco Unified Computing System will support your project in your environment
- Lay the foundation for a smooth, rapid implementation of your virtualization project that rapidly delivers the expected results
- Reduce the risk of costly delays and design or configuration errors by creating an expertly engineered end-to-end virtualization design
- Accelerate the benefits of your unified computing initiative and reduce the risk of errors or misconfigurations during implementation

## Why Cisco Data Center Services?

Today, the data center is a strategic asset in a world that demands better integration among people, information, and ideas. Your business and your data center work better when technology products and services are aligned with your business needs and opportunities. Using a unified view of data center assets, Cisco and our industry-leading partners deliver services that accelerate and optimize your data center transformation. Cisco takes an architectural approach to help you efficiently integrate and manage data center resources and improve the performance and availability of your vital business applications. Cisco Data Center Services help you reduce costs, operate more efficiently, and better meet your service level agreements.

## Availability

The Cisco Unified Computing Planning, Design, and Implementation Services is widely available. For availability in your area, check with your local Cisco representative.

## For More Information

For more information about Cisco Unified Computing Services, visit [www.cisco.com/go/unifiedcomputingservices](http://www.cisco.com/go/unifiedcomputingservices).

To learn more about our comprehensive portfolio of Cisco Data Center Services, visit [www.cisco.com/go/dcservices](http://www.cisco.com/go/dcservices) or contact your Cisco service account manager.



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