



# Computacenter and Cisco UCS

Computacenter and Cisco enable organisations to enhance business agility and reduce costs through the adoption of optimised IT solutions, such as Cisco's Unified Computing System (UCS), which facilitates the creation of dynamic datacentres and private cloud environments.

## Business Challenges

With Gartner stating that an average of 70 per cent of IT departments' time and budget is spent 'keeping the lights on', this leaves only limited resources to support innovation and business growth.

Cisco's UCS platform helps organisations turn this statistic on its head by not only enabling IT to deliver new workloads in a fraction of the time but also reducing the ongoing management overhead associated with existing delivery and support models.

The Cisco UCS platform brings together blade servers, chassis and integrated switching to make IT workloads more portable and automate common support tasks. It is a key component of the Virtual Computing Environment (VCE) Coalition's vBlock initiative - a joint venture between VMware, Cisco and EMC that combines computing power, network, storage and management capabilities to provide organisations with a 'pre-packaged' datacentre solution that is supported as a single product.

By working with Computacenter to deploy Cisco UCS and vBlock technologies, organisations can take advantage of:

**Extended memory:** The Cisco UCS platform enables organisations to run memory-intensive workloads on their hardware devices, for example large databases or consolidated virtualised systems, thereby reducing hardware expenditure and software licensing costs.

**Stateless computing:** The ability to reboot hardware to run a new task without re-cabling or installing new disk drives means faster re-provisioning and server repairs. Organisations can also use the same server to run different tasks at different times, enabling them to achieve more with the same resource.

**Integration for datacentre automation:** The platform includes an XML scripting interface designed to integrate seamlessly with automation tools such as the BMC BladeLogic Automation Suite simplifies datacentre management. Through this integration, organisations can facilitate automated web-based provisioning for new servers, reducing server deployment from weeks to just two hours.

**Improved firmware management:** The Cisco UCS platform offers easier firmware control by automatically deploying the correct firmware and applications with new workloads, thereby improving build consistency, cutting build time, eliminating manual tasks and simplifying troubleshooting and problem resolution.

**Better connectivity:** Converged Ethernet allows for a reduction in cabling, thereby lowering switch port costs and improving airflow. With all servers and chassis linked by fabric interconnects, organisations can enjoy greater throughput without placing stress on the core network.

*"It is an honour to present Computacenter as a Cisco Partner Summit regional award winner, The Enterprise Partner of the Year Award recognises Computacenter's performance and achievements as a Cisco channel partner in Europe in 2009"*

**Thierry Drilhon**  
Vice President Worldwide Channels  
European Markets  
Cisco Systems, Inc





# Partners

## Key Benefits

The combination of Cisco's advanced integrated technologies and Computacenter's infrastructure expertise enables organisations to achieve more for less in the datacentre. Our Cisco UCS and vBlock services and solutions will help your organisation:

### Lower the total cost of ownership of IT:

The Cisco UCS and vBlock platform is smaller and smarter than standard datacentre systems. The need for fewer devices not only reduces capital expenditure but also means less space, lower management overheads and decreased power and cooling.

### Reduce risk:

With Computacenter's end-to-end experience, organisations can reduce transformational risks and costs. Computacenter will conduct a thorough assessment to identify which workloads and applications are suited to a Cisco UCS and vBlock platform, which will also help to simplify disaster recovery.

### Support business growth and change:

Offering increased scalability and flexibility, UCS and vBlock platforms will help your computing resources stay in sync with the changing needs of your organisation whether it involves expansion, consolidation, mergers or acquisitions.

## Deliverables

Computacenter can help organisations evaluate and maximise the benefits of UCS and vBlock platforms in relation to their own business needs.

From proof of concept exercises and virtualisation assessments to procurement, deployment and managed services, we offer independent advice, proven methodologies and industrialised services.

As the UK's first accredited VCE partner, we deployed the first vBlock 2 solution at our

customer evaluation facility, the Solutions Centre.

vBlock is also set to become the de facto platform for datacentre hosting at our four facilities, including our Romford datacentre, which is the only certified Tier IV facility in Europe.

## Why Computacenter?

With extensive server, storage and networking expertise, Computacenter is uniquely positioned to help organisations achieve the greatest business value and performance from the Cisco UCS platform. We have:

- Cisco ATP (Authorised Technology Provider) certification and Cisco UCS Datacentre Accreditations
- Proven capability in exploiting private cloud environments with datacentre automation technologies
- The Solutions Centre, which offers facilities to validate and prove infrastructure design and de-risk solutions
- 16 years of experience of working with Cisco solutions and have held Gold Partner status since 1998
- A unique logistics and configuration approach for Cisco UCS and vBlock technologies that de-risks and accelerates datacentre implementation
- A thorough understanding of the risks and challenges that can be associated with deploying private clouds

### Consultancy Services

Computacenter's consultancy capabilities embrace server, storage, security and networking offering sound technical advice gained from achieving highest level accreditations and practical experience in their field.

### Commercial Solutions

Our commercial solutions enable significant cost savings whilst increasing productivity.

We do this by assessing the environment to determine where optimised practices can be implemented to drive down operational costs thus improving operating profit. It is not always about buying the cheapest at the time, but evaluating the benefits of chosen solution over a 3-5 year period in comparison to other options available to make an informed decision.

### Proven Expertise

We have worked with numerous organisations across all market sectors to help them to successfully implement Cisco technologies, including Harvey Nichols and South Wales Fire & Rescue Service and were the first organisation to deploy the vBlock 2 solution in EMEA.

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## What next?

To find out how Computacenter and Cisco can help you, please visit us at

[www.computacenter.com/CiscoUCS](http://www.computacenter.com/CiscoUCS)

or contact us at:

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