Data center consolidation in the public sector

Why it's so complex now and how you can simplify it

IT and data center consolidation are no longer optional, one-off, time-delineated projects for the public sector. Financial pressures, technological advances, and changes in what users expect from information technology are driving the merging, transformation, and optimization projects to be ongoing, iterative processes.

Changes in the amount and nature of funding have caused public sector organizations to finance consolidation efforts less from capital budgets and more from operating budgets. Paying for these efforts requires the implementation of chargeback, shared services, and service-oriented architecture mechanisms. These mechanisms must be supported by service level agreements with customer organizations and end users, as well as operational level agreements between service providers within an organization.

Changes in technology provide significant opportunities for successful consolidation, though they bring with them new risks. Moving services or applications to the cloud can reduce the costs of maintaining on-premises infrastructure, but this requires a careful assessment of identity and data security, as well as an honest appraisal of the effect on the end-user experience. Virtualization of servers and user workspaces can reduce data center footprints and HVAC and power

requirements, but can complicate data protection methodologies. Also, any IT transformation requires solid project management and migration tools which get you from point A to point B with minimal risk to your organization and impact on end users.

Changes in end-user and employee expectations are driving both private and public sector IT. BYOD – Bring Your Own Device – and the explosion in smartphone and tablet use greatly increase the complexity of IT management. It's more critical than ever to deliver services and applications across multiple OS platforms and physical form factors. This is coupled with the growing end-user perception of the "app" as the primary unit of IT consumption, as opposed to a traditional service or a full-fledged application with a large, platform-specific user interface. These considerations must be taken into account as part of consolidation efforts. A project that is ultimately funded by end users – but which degrades the end-user experience or otherwise disappoints its customers – cannot be viewed as a success.

Streamline your consolidation projects

Succeed in your consolidation efforts and achieve your mission with help from Dell. Our Quest solutions dramatically reduce the complexity of

> Changes in end-user and employee expectations are driving both private and public sector IT. BYOD – Bring Your Own Device – and the explosion in smartphone and tablet use greatly increase the complexity of IT management. It's more critical than ever to deliver services and applications across multiple OS platforms and physical form factors.

Our Quest solutions for consolidation help you to:
- Reduce costs
- Improve service delivery
- Ensure compliance
- Meet your SLAs
- Boost security
- Manage physical, virtual, and cloud environments with efficiency
- Satisfy mandates such as Cloud First and the Federal Data Center Consolidation Initiative

> "Consolidating all of these tools and domains has helped us control costs, provide better administration, and more easily share information and resources."
>
> Glen Solomon
> Chief Technology Officer
> Los Angeles County Department of Public Health

> "These systems have to be up, they have to be operational just about 100 percent of the time, and with tools like Foglight, we're meeting those objectives. The citizens depend on it and so do the employees of the city."
>
> Curlie Matthews,
> CIO
> Colorado Springs, Colorado

We simplify your consolidation efforts with Quest solutions for:
- Baselining performance
- Conducting pre-migration assessments
- Virtualizing infrastructure
- Ensuring coexistence between platforms
- Migrating, consolidating and restructuring storage, directory services, email and collaboration services — whether cloud-based or on premises.
- Maintaining, monitoring and reporting on your consolidated environment.
- Managing mobile devices

systems management and automates routine tasks, as well as extends platform capabilities and lifecycles. With our solutions, you can offer the best possible service to your users, students and faculty, as well as to war fighters and citizens.

Dell's Quest public sector team has deep expertise in – and a broad understanding of – the challenges in government, education, and health IT. We have a strong track record of providing effective and efficient IT management solutions for agencies and organizations of all sizes.

The Quest team works directly with agencies as well as partners with systems integrators and large resellers to provide you with consolidation solutions. For our Quest solutions, we have more than 15 million government and education end users among 100,000 customers worldwide, including:

- 10 out of the top 10 largest agencies in the federal government
- 10 out of the top 10 largest states and cities in America
- 10 out of the top 10 largest universities in America

Quest solutions and services from Dell can be purchased through various federal, state, and local contracts.

- For more information about our consolidation solutions for the public sector, visit http://www.quest.com/public-sector/it-data-center-consolidation-migration.aspx.
- To learn about our contract vehicles: http://www.quest.com/public-sector/resources.aspx.
- For details on our compliance with government certifications and mandates: http://www.quest.com/public-sector/government-certifications.aspx.

About Dell
Dell Inc. (NASDAQ: DELL) listens to customers and delivers worldwide innovative technology, business solutions and services they trust and value. For more information, visit www.dell.com.