



Is your data centre a constant drain on your resources?

Data Centre management just keeps getting more difficult. There's more to process, more to store, more to go wrong and growing environmental pressure to reduce energy and cooling requirements. Add in typically low CPU and disc utilisation levels, and the average data centre is an expensive beast that consumes more power and occupies more space than it needs to.

Bell Microsystems can help to drive efficiency gains within your data centre. We're not talking about simply cutting a few costs – Bell Microsystems can work with you to make your data centre really pay its way and improve your carbon footprint.

- server consolidation – do more with less
- application consolidation
- large savings on power consumption and cooling
- reduce maintenance & systems administration costs
- smaller footprint – data centre space savings
- virtualisation – systems, storage and applications
- innovative thin-client solutions
- smart licensing – reduce software costs
- carbon neutral strategies
- high availability for homogeneous environments
- advanced data management solutions
- mobilise your data centre data – securely
- email management – reduce retrieval times & storage costs
- intelligent management of 'unstructured' data – email
- independent advice on vendors' product roadmaps
- secure decommissioning – including data destruction
- WEEE Directive compliant recycling
- Corporate Social Responsibility strategy

‘Sweat’ your assets harder... boost your ROI... and improve your carbon footprint

Unless your data centre is a brand new ‘top to bottom’ installation, the likelihood is that it’s been repeatedly adapted and added to over the years – so now it’s over complex and costly to run. If you had the time, money and resources you’d be tempted to start again... but you’re never going to get that past the board. You need a partner that can find ways of improving performance, reducing complexity, minimising energy consumption and cutting your running costs... a partner that can help you to extend the working life of existing systems and introduce newer, greener technologies that offer cost and environmental benefits.

Bell Microsystems is in this for the ‘long haul’. If we work with you today, we’ll still want to be your partner of choice ten years from now. So, unlike many other suppliers, the Bell Microsystems team won’t just try to sell you the latest technology. Instead, we’ll help you to get more from your current IT infrastructure and adapt it to meet new requirements. Then, when you need new systems, we’ll work with you to evaluate options that offer cost and environmental advantages... and integrate them seamlessly with your existing environment.

- **Data Centre Cost Management**
- **Intelligent Consolidation**
- **Remote Data Services**
- **Email Management**



Data Centre Cost Management

Without regular analysis of your data centre's computing – and financial – performance, together with expert assessment of which new technologies hold the promise of real benefits, your data centre budget could keep on growing... uncontrollably.

Bell Microsystems can help you to identify every element within your data centre and then produce a report that details the opportunities to improve efficiency. The Bell Microsystems team combines technical skills and business expertise – so, in addition to defining product options that are well matched to your needs, our strategy reports will explain how specific technologies can be harnessed to deliver real, tangible benefits for your business.

Bell Microsystems can cover everything from initial consultancy, asset discovery & auditing, through to implementation, ongoing support and even quarterly performance audits – whereby we'll continue to seek ways of driving cost out of your data centre.

- **Improve your understanding of exactly what's in your data centre**
- **Reduce software licensing costs – through virtualisation and co-termination**
- **Increase utilisation levels for existing CPUs and storage**
- **Cut maintenance costs**
- **Implement high availability solutions without costly application-specific licensing**
- **Identify opportunities to redeploy, sell or trade-in your redundant IT assets**
- **Reduce risks – Move / Add / Change – risk mitigation services**

Intelligent Consolidation

Consolidation can be an attractive option. However, without a detailed understanding of the inter-dependencies that exist between all of your applications and servers, a poorly planned consolidation project could do much more harm than good.

Bell Microsystems has worked on some of the largest IT consolidation projects for investment banks, telecommunications leaders and multinational corporations.

Having audited your data centre and identified every server and application within it, we can map out all of the inter-dependencies between different servers and applications. Only then can we determine which consolidation methodologies can be safely put into practice. We call it intelligent consolidation... and our prime aim is minimising risk.

The Bell Microsystems team can help to build and test your consolidated solution – so that when your new system goes live, there'll be minimal disruption to your everyday business activities. Furthermore, we can help to ensure that your new system is configured in a way that aids future supportability and helps to minimise ongoing support and administration costs.

- **Intelligent mapping of applications and server dependencies**
- **Reduce the number of servers in your data centre:**
 - **minimise power consumption and cooling requirements**
 - **cut software licensing costs**
 - **reduce maintenance and support costs**
 - **free-up space within your data centre / offices**
 - **improve system uptime / availability**

Remote Data Services

Methods for delivering applications to users have undergone some major changes... and, with more users now expecting remote access, from a variety of devices, care must be taken to choose the optimum strategy.

Bell Microsystems can guide you through the growing number of options – from virtualisation products that can deliver a virtual desktop from your server infrastructure (VDI), through to thin-client desktop architectures that reduce power consumption and cooling requirements.

We can implement solutions that allow your field-based personnel to access your data centre remotely, using laptops, PDAs or other devices over the broadband network. Remote access can also help to reduce the need for employees to commute – reducing stress on your workforce, improving productivity and helping your employees to do their bit for the planet.

- **Reduce licensing costs – virtualised application delivery**
- **Remote access to the data centre – via a wide range of devices**
- **Thin-client desktop solutions**
 - **centralised server reduces systems management overheads**
 - **rapid, centralised roll-out of software or patches – with no need to visit individual desktops**
 - **improved security – with no discs at the desktop, there's less chance of data theft or viruses**
 - **break the link between software and hardware refresh – extend the life of desktops**
- **Secure delivery of applications to mobile clients**
- **Online transaction processing from mobile devices**

Email Management

The volume of email continues to increase exponentially. Rapid growth is almost always difficult to manage and, if you add in the fact that email has become a business critical function – yet often without a 'business critical budget' – there's a real need for intelligent email management that doesn't break the bank.

Email has greatly added to the volume of unstructured data that businesses have to process, store and retrieve. For the typical organisation, 80% of all data they hold is unstructured – which can lead to severe archiving and retrieval issues. In the light of high profile legal actions for failure to store emails correctly and to access email data in a timely fashion, no business can afford to ignore email management.

Bell Microsystems can help with all aspects of email management, from tamper-proof Journaling solutions that aid corporate governance activities, through to solutions that dynamically link unstructured and structured data from a variety of sources – including emails, messaging, VoIP – to enable fast, easy search and retrieval.

- **Intelligent archiving – store, manage and retrieve multi-source data**
- **Manage unstructured data – with improved accessibility**
- **Single instance storage – storage optimisation reduces storage requirements by up to 90%**
- **Easily searchable archives – user 'self sufficiency' reduces costs and improves response times**
- **Journaling solutions for tamper-proof records of all emails – support corporate governance activities**



It's all about data centre efficiency

In today's competitive business environment, if you're not focussed on reducing costs you can be sure that your competitors are. Unless your IT systems supplier is sharply focussed on helping you to boost efficiency and cut costs, you could be throwing away hard-earned profits and your competitive advantage. Bell Microsystems has the skills, the partnerships and the vendor accreditations to help at every stage of your data centre's lifecycle:

Today

we can adapt your current IT infrastructure to meet new requirements

Tomorrow

we'll help select the technologies that best suit your business needs

Always

we'll look to cut running costs – energy, cooling, maintenance & support

At the end

we can securely manage the trade-in / sale of your old systems,
or recycle them in accordance with the WEEE Directive

**One supplier... many partnerships... multiple solutions...
countless ways to raise efficiency in the data centre.**



With new server, storage and software products being released every day, keeping abreast of what's best for your data centre can be an onerous task. As Bell Microsystems has built close relationships with many world-class hardware and software vendors, we can help you to select the data centre solutions that are ideally suited to your business.

Bell Microsystems can run entire projects in accordance with PRINCE2 (PRojects IN Controlled Environments) – which offers a structured method for effective project management – so we can handle virtually any data centre requirement.

Bell Microsystems is an ISO 9001 registered company.

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