



## **EVERGREEN SYSTEMS ANNOUNCES NEW OFFER FOR DATA CENTER AUTOMATION THAT GUARANTEES RETURN ON INVESTMENT**

Sterling, VA, December 10, 2008 - Today Evergreen Systems announced a new product offer that combines Evergreen's process improvement consulting with HP's Data Center Automation enterprise software offering. The integrated, solution-oriented offer guarantees prospects a return on their technology investment through operations cost savings. Evergreen's announcement comes one day after HP announced major product upgrades to its Predictive Service Operations software, designed, according to HP, to "help CIOs adapt to new business directives in today's challenging economic environment and help customers leverage the economic downturn into a strategic opportunity by modernizing and driving more efficiency into their IT organization."

Evergreen's CEO Don Casson commented, "This offer will allow clients to apply ITIL® best practices to data center operations, specifically server automation, and transform the data center using HP automation technology. Not only will this offer help companies re-engineer the high-volume, labor-intensive processes in their data center, consolidating and leveraging their virtual and non-virtual servers, it will also coordinate the workflow initiated by server changes and events through all other 'silos' in IT, including the helpdesk, in order to automate change management, transparently, throughout IT, using the HP Operations Orchestration (OO) toolset."

"Customers need to manage cost, risk and change in a predictive fashion to ensure they are successful now and in the future," said Walt Rossi, director, product marketing, Software and Solutions, HP. "Evergreen's offerings complement HP IT Operations software and helps customers meet these goals."

The new offer assists the client in identifying and re-engineering several key, high volume, labor-intensive technical processes, primarily dealing with server provisioning and deployment, as well as patch and revision management. Metrics are collected on the labor cost of FTE for these processes and savings are demonstrated to the client through an on-site, 'proof of concept' system that works with the company's existing server deployment and testing systems to document the reliability, robustness and time and cost savings associated with automation and thus prove the system's ROI. Evergreen guarantees that the offer will document at least \$500,000 in savings or their consulting services are provided at no charge.

In conjunction with its new offer, Evergreen has released a white paper with HP on *Developing a Business Case for Data Center Transformation through ITIL Best Practices and Automation*. The paper reviews current industry trends in data center operations,



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including consolidation, growth, operational efficiency changes, virtualization, ITIL best practices, security, configuration and new expectations from the business that data center operations must make bottom-line contributions.

The paper goes on to explore a variety of optimization strategies for data center improvement that include increasing operational efficiency through workflow analysis and reduction of infrastructure complexity, developing security, disaster recovery and business continuity procedures and ultimately leveraging a variety of HP Server Automation tools to transform its operations. Step-by-step instructions for developing metrics and a business case to justify data center and server automation are included. The paper can be downloaded at no cost at:

[www.evergreensys.com/downloads/datacenterautomation/](http://www.evergreensys.com/downloads/datacenterautomation/)

### **Background on Evergreen Systems**

Evergreen Systems is a well-known name in the area of IT and ITIL process improvement consulting and has a reputation for combining highly skilled ITIL expertise with 'real-world' experience in process improvement transformation. A merger last summer with the former net.works adds deep expertise in Client Automation and Data Center Automation to the company's product and service portfolio and positions the company now to apply ITIL transformation activities to the automation of IT, using the HP Operations Enterprise software suite. Evergreen provides process consulting, IT automation and technology implementation services for all aspects of IT infrastructure and data center process improvement, automation and transformation services.

Evergreen is an HP Platinum partner and was named HP's Emerging Partner of the Year for 2008 at the Software Universe conference in Las Vegas, Nevada.

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