

Guaranteed ROI on Data Center Automation

Evergreen's no risk ROI data center automation offer guarantees you \$500,000 in returns on your technology investment or the process and automation consulting services are provided at no cost.

The benefits of data center and server consolidation and automation were confirmed in IDC's recent survey on data center automation.

In a poll of 164 senior-level IT professionals, there was overwhelming agreement that processes, labor, unplanned changes and human error were the source of most of their problems. Additionally, they agreed that automation, improved processes and systems integration were the best solutions.

More than 79% agreed that automation is a top investment priority and is important in deploying, provisioning and managing virtualized environments and that automation should span multiple IT 'silos'.

Accelerating Market Maturity Through Investment in IT, IDC, August 2008

Evergreen's Guaranteed DCA ROI Offer

Evergreen Systems can guarantee your IT transformation, with a simple, powerful approach:

- We work with you to identify two or three high-volume data center activities.
- We baseline your current processes, re-engineer them and automate them.
- Baselined workflows are compared with the re-engineered and automated workflows.
- We calculate your savings using your own data.
- We review the findings with you and detail your cost savings using your own data.
- *If we can't show you at least \$500,000 in labor and efficiency savings over the next 36 months, then it won't cost you a penny!*



Gains Without Risk or Investment

- Maximize security in the data center through superior server management.
- Minimize risk through tighter integration with other IT infrastructure applications.
- Improve compliance and governance with automatically archived audit trails.
- Increase availability, disaster recovery and business continuity.
- Increase agility in the quality, development and delivery of new services by IT.
- Implement better service delivery.
- Lower labor costs.
- Reduce downtime.
- Improve change management across multiple IT 'silos', optimizing operations.
- Recover IT's time for the development and deployment of projects strategic to the business.

Virtualization and Automation Combine for Powerful Management Control Capabilities

Virtualization, of which adoption rates have soared in the past year, is the foundation for many efforts to modernize the data center. As this trend extends to networks and storage, it introduces significant management risks, which are complicated by increasing rates of change.

Automation and improved processes introduce tools into the data center that reduce that complexity and help manage the risks, while still reducing labor and optimizing operations.

Consolidation and automation mitigate the data center's complexity, deliver better application availability and promote greater operational efficiency. This transforms the data center from an expenditure into a competitive advantage by reducing labor costs, optimizing IT operations and freeing up IT for better service delivery and deployment of projects that are more strategic to the business at large.

Developing a Business Case for Data Center Transformation Through ITIL Best Practices and Automation

This is how the offer works...

We meet with you to identify your most pressing needs for automation, including the highest value, highest volume and highest risk activities.

We select two or three activities from this list and conduct thorough interviews with your team, baselining the current processes and capturing the effort required from end to end. The cost of any prospective failures or required reworks or mistakes are calculated in our workflow analysis.

We then review and re-engineer the work process end-to-end, based on ITIL best practices for IT service management and the data center. We often find and eliminate many redundant and even 'orphaned' activities that have been performed silo by silo, that no longer serve any purpose. This yields a simplified, streamlined workflow that meets the exact business needs of today.

We bring a server and workflow automation appliance configured with HP's automation technologies into your development lab and connect with your development or lab servers, which carry the tasks that will be automated. We automate the new work processes and run the automations, capturing gains in efficiency and reductions in time spent end-to-end. This gives us a quick and low-risk way to actually *prove the value to your business, with your technology.*

We present these findings in an executive briefing to you, detailing the savings as well as gains in service quality and compliance, detailed with audit trails and documented reductions in risk, errors and re-work. We project savings and improvements that come from automation across your IT portfolio of activities and *if we don't prove \$500,000 in gains over the next 36 months the service is free!*

"This offer will allow clients to apply ITIL best practices to the data center using HP technology. By automating the management of virtual and non-virtual servers, change workflow is driven through all IT 'silos', improving operations as well."

-Don Casson Evergreen Systems CEO

Proof of Concept HP DCA Software Includes Server Automation & Operations Orchestration

Your organization will see the ROI through our on-site server outfitted with the HP DCA suite of products.

At the culmination of the project, your POC system will demonstrate:

- labor cost reduction by automating day-to-day server provisioning, deployment, patch management and version control.
- ensured compliance through automation of responses to Sarbanes-Oxley audits and similar regulatory requirements.
- optimization of uptime and consistency in ability to meet service level agreements.
- increased system performance and availability through best practices for change and configuration management, standardization of server builds and consistent configuration at the time of deployment.

Benchmark Cost Savings & Efficiency Gains

HP interviewed more than 40 organizations that were leveraging HP DCA technology to show significant efficiency and performance gains. These groups doubled the effectiveness of server/administration ratios and documented an ROI of 665%.

Accept this no risk approach now and open the door to significant savings and operational improvement for your data center. Contact your Evergreen sales representative today.

Download Evergreen's DCA Automation white paper at:
www.evergreensys.com/downloads/datacenterautomation/

