

Network Data Center Converged Data Center Fabric Financial Analysis

Simplify to Reduce Costs and Increase Productivity

New technologies that support consolidation in the data center are helping companies realize significant reductions in capital and operating expenditures—while increasing productivity. Converged Data Center Fabric is a solution that consolidates server, storage and networking communications onto a single, highly available computing fabric. Forsythe's Converged Data Center Fabric Financial Analysis provides economic clarity, helping your organization make decisions that optimize costs and resources while simplifying day-to-day management requirements associated with the data center.

Improve Data Center Functionality

A Converged Data Center Fabric reduces the complexity of storing, accessing, protecting and moving data—core functions of the data center. It uses Fibre Channel over Ethernet (FCoE) to combine data and storage functions onto one unified fabric.

Before FCoE, a typical separation between data and storage would mean that a data network leveraged an Ethernet fabric, while a storage network often used fibre channel—resulting in investments of time and resources to support two systems.

Now, a Converged Data Center Fabric using FCoE simplifies data center management and reduces infrastructure costs by optimizing cabling, administration and hardware requirements. It enables greater oversight and measurement of application delivery, while helping your organization see a higher return on rack space and a significant reduction in redundant capital and operating costs.

The Forsythe Approach

Forsythe works with your organization to identify the hard dollar cost savings associated with a Converged Data

At a Glance:

- Reduce CAPEX and OPEX by decreasing unnecessary complexity in the data center
- Determine a deployment schedule that maximizes ROI and fits with your refresh cycle
- Migrate to a consolidated network platform that is enhanced for virtualization

Center Fabric and to create a deployment schedule that maximizes cost savings.

Forsythe's Converged Data Center Fabric Financial Analysis looks beyond the "per port" cost of data and storage networks. It provides your organization with a breakdown of the economic benefits of FCoE, including savings on maintenance, depreciation, server adapters' costs—as well as data center power and cooling.

Forsythe helps you establish the cost of your current environment and compare these costs to the savings associated with FCoE. We also conduct a series of interviews with key IT and financial decision makers to develop an understanding of service-level considerations for IT service delivery. The result is a clear perspective of potential CAPEX and OPEX reductions, as well as points for improving efficiency and reducing risk in your data center with FCoE.

Ultimately, this information helps your organization understand the financial levers available for improving data center economy. It enables you to pin-point decisions and to align your data center strategy to an overall economic plan.

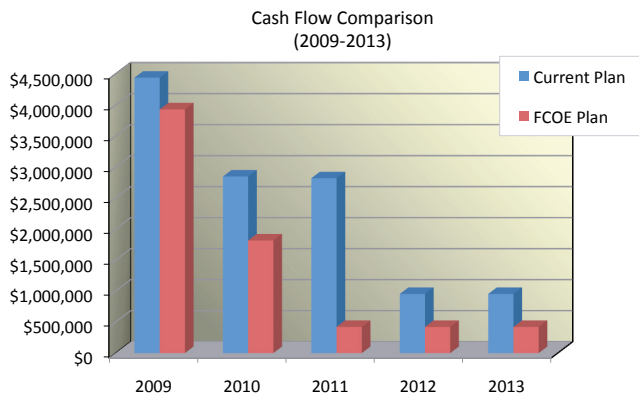
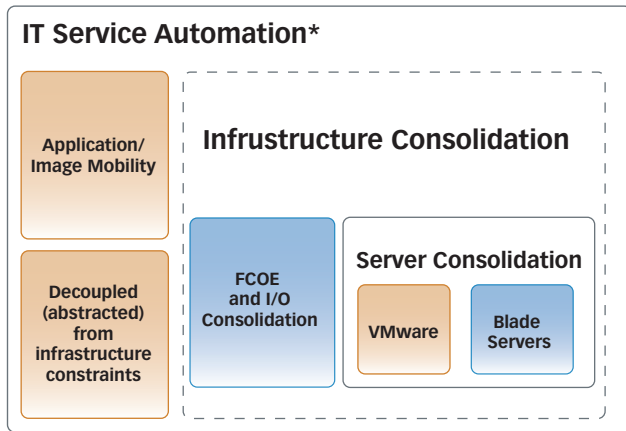


Figure 1: Cash flow comparison of Converged Data Center Fabric vs. Non-converged Data Center Fabric

Potential Savings with FCoE

With a Converged Data Center Fabric and FCoE, significant savings can result from:

- Storage consolidation
- Increased asset utilization
- Fewer hardware requirements
- Reduced technology acquisition costs
- Reduced maintenance expenses
- Reduced depreciation
- Fewer cabling requirements
- Reduced power consumption
- Reduced HVAC requirements



--- = Enabled for IT Service Automation

Figure 2: Network Transformation through consolidation

Moving Toward Virtualization

IT Service Automation enables IT to best align service level agreements and the infrastructure to meet the needs of the business and applications.

Forsythe's *Path to Virtualization Methodology* identifies the consolidation of key infrastructure components required to support IT Service Automation.

FCoE is a critical step in network fabric consolidation—enabling virtualization, application mobility and server portability.

Get the Forsythe Advantage.

For more than 35 years, Forsythe has delivered forward-thinking advice, technology, and operation-enhancing solutions. As an independent advisor, Forsythe can help you address every aspect of your infrastructure, including how new solutions may affect the bigger picture. Working with every major provider, Forsythe acts as your single point of contact for managing the cost, effectiveness, and risk related to your information systems.

Let Forsythe Help.

Business objectives—and business issues—don't exist in a vacuum. Forsythe identifies and addresses IT interdependencies to deliver solutions that work across your enterprise. Call us today.

