

# Virtually Impossible?

Re-thinking Your Approach to Hardware Virtualization with Hyperion.

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# Questions I Have of You



How many are using virtual servers currently?

- How many of those that confirmed wish they didn't?

Is the reason you may not have virtual or do not want to because of the “unknowns” with virtual?

How many of you have ever “seen” any of your physical servers?



## Complete Range of Business Analytics and Performance Management Services

- Strategic assessments & technology roadmaps
- Project Managers with extensive implementation experience
- Business consultants with planning, financial reporting & consolidation delivery experience
- Technical consultants with system architecture, DW skills & proven delivery best practice experience
- Customer enablement services (training, deployment and technical support)

# eCapital Hyperion Client Sampling



MERRILL CORPORATION



Medtronic

eCapital Advisors

# Why Physical?



“It’s a known entity – I know how it will run, I know if it has 16 GB of RAM, I will GET that memory”

“High Comfort Level. Everyone knows how to work with physical servers.”

“I have heard so many horror stories of people using virtual...I don’t want to risk it.”

# Virtual is Very Compelling



- Time to deliver
  - Hours/Days versus weeks
- Flexible
  - Add RAM with a reboot, add drive space hot
- Simple DR
  - Replicate the files
- Snapshot
  - Rollback unwanted changes easily
- Not hardware bound
  - New hardware does not mean re-install
- Maximized cost/return
  - Realize near 100% resource utilization versus the common 20%
- Cluster
  - Built-in functionality
- Proven

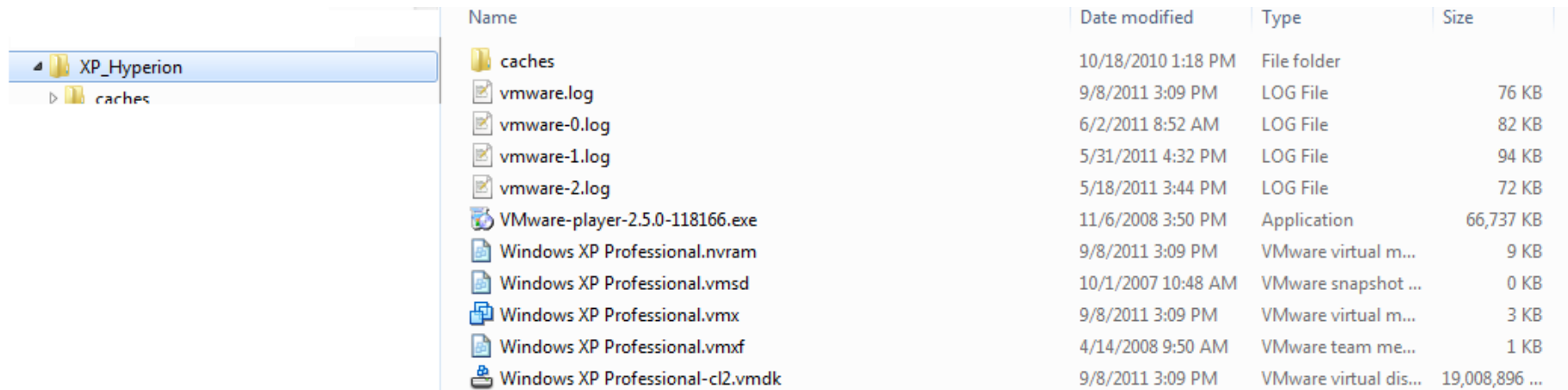


# Consider...



- First virtual server was developed by IBM in 1967
- The word “Hypervisor” – a power word/marketing term today was first defined in 1965 by IBM
- Most users cannot tell if they are using a virtual system or a physical one
- Virtualization of applications is around 60-70%
  - Mission critical servers are only at 10%
  - Total server virtualization approximated at 25%
- Physical servers typically have some virtual
  - Hard drives are SAN or NAS commonly (particularly on mission critical)
- Almost all vendors demo in virtual
  - Most perform base testing in virtual
- Most training in IT uses virtual
- There is a very large push to virtualize the desktop
- Most corporations with UNIX, have the operating systems virtualized

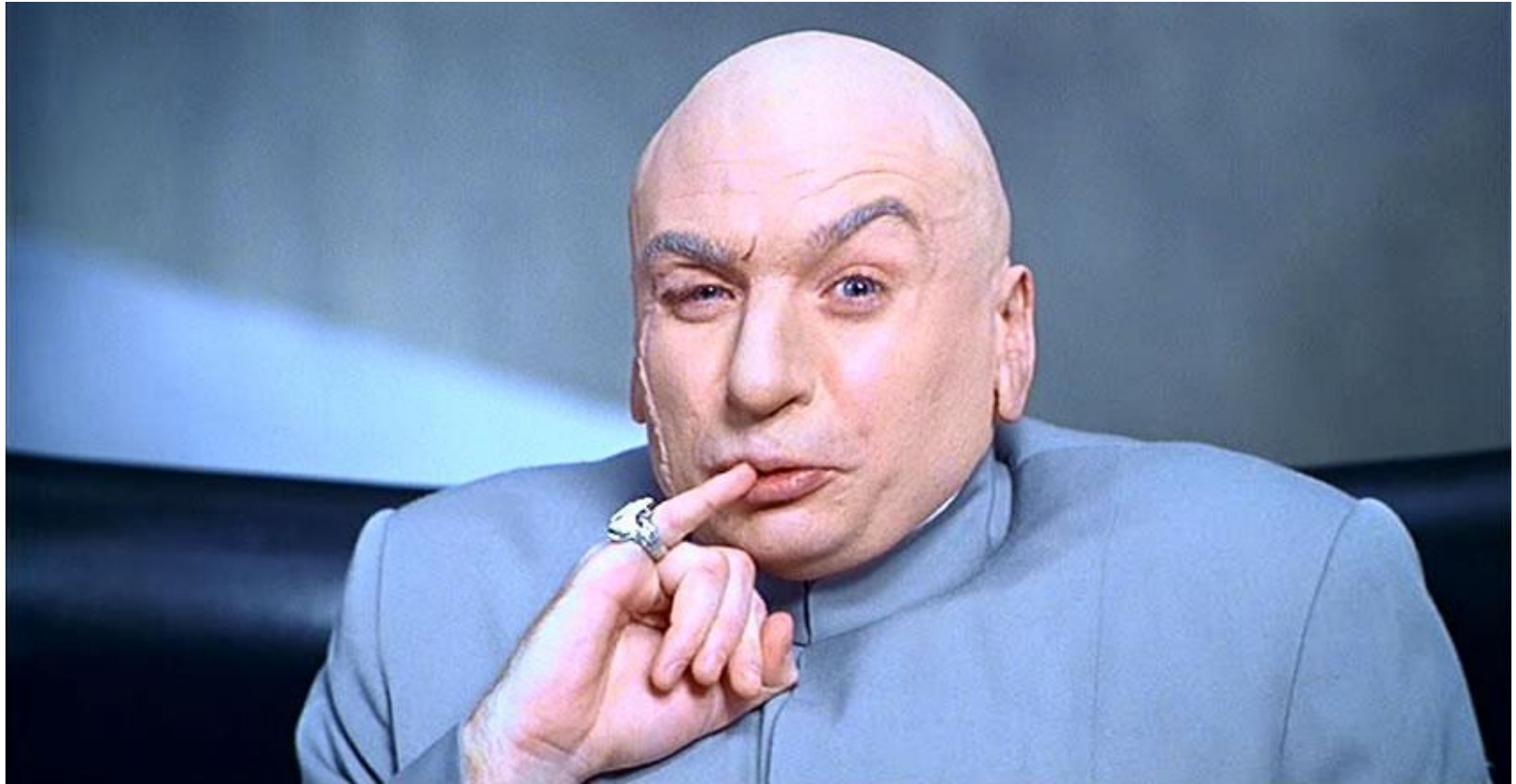
# Brief Overview of Virtual



Name	Date modified	Type	Size
caches	10/18/2010 1:18 PM	File folder	
vmware.log	9/8/2011 3:09 PM	LOG File	76 KB
vmware-0.log	6/2/2011 8:52 AM	LOG File	82 KB
vmware-1.log	5/31/2011 4:32 PM	LOG File	94 KB
vmware-2.log	5/18/2011 3:44 PM	LOG File	72 KB
VMware-player-2.5.0-118166.exe	11/6/2008 3:50 PM	Application	66,737 KB
Windows XP Professional.nvram	9/8/2011 3:09 PM	VMware virtual m...	9 KB
Windows XP Professional.vmsd	10/1/2007 10:48 AM	VMware snapshot ...	0 KB
Windows XP Professional.vmx	9/8/2011 3:09 PM	VMware virtual m...	3 KB
Windows XP Professional.vmx	4/14/2008 9:50 AM	VMware team me...	1 KB
Windows XP Professional-cl2.vmdk	9/8/2011 3:09 PM	VMware virtual dis...	19,008,896 ...



# Remove Unknowns



# What are You Waiting For?



- Make sure your organization has strong IT knowledge on virtualization
- Understand the implications IT Standards or lack of flexibility with virtualization may have
- Is your organization invested in virtualization?
- If any of the above are an issue, challenge your IT!



# References



## Virtual Facts:

<http://it.tmcnet.com/magazine/columns/articles/235839-why-virtualization-has-stalled-how-restart-it.htm>

[http://www.vmware.com/files/pdf/technology/True\\_Cost\\_Virtual\\_Server\\_Solutions.pdf](http://www.vmware.com/files/pdf/technology/True_Cost_Virtual_Server_Solutions.pdf)