DATA CENTER TRANSFORMATION SERVICES
Accelerate modernization while minimizing risk

ESSENTIALS

• Dell Technologies’ application-centric approach, patented methodology, and expertise gained from more than one thousand engagements minimize risk and maximize efficiency
• Automated tools help accelerate execution and efficiency is maximized with rapid discovery and real-time visibility into all phases of project activities
• The Dell Technologies Consulting Services approach yields up to 81 percent ROI over five years

Business Challenges
In today’s digital economy, IT organizations face continued business pressure to modernize their infrastructure in order to reduce costs, increase agility, foster innovation and operate more efficiently. Data center consolidations are typical starting points for achieving these objectives, often driven by facilities-driven concerns such as an expiring lease or a merger or acquisition. However, many IT organizations are now leveraging these initiatives to modernize their infrastructure to increase availability, achieve greater agility and determine the optimal private or public cloud architectures for applications in their portfolios.

Data center consolidation and modernization projects are complex and infrequent initiatives. Without proper planning and vigilant execution, they have the potential to significantly impact business and IT operations, service levels and finances. Seamless execution of data center transformation requires comprehensive planning, strong partnership with the business and well-defined change management processes. IT organizations need to engage experienced partners that can devise an approach that will meet project timelines, achieve business expectations, and minimize risk.

Service Description
Through delivering more than 1,000 data center transformation engagements in the last 20 years, Dell Technologies has observed several critical success factors. First, robust program management and governance assures tight alignment of IT and business expectations. Second, carefully defined migration event scope and planning assures the best strategy for each application and validation of pre-defined acceptance criteria with test methods and procedures. Finally, formalized processes for change, configuration and release management establish one master data source to manage the migration and ensure clear understanding of all migration-related changes. Our patented methodology and application-centric approach provide comprehensive support for every phase of your program and can be tailored to help you balance the specific cost and risk objectives of your business:

• ProConsult Advisory for Data Center provides executive insight into the current state, issues and future state of your data center.

• Data Center Strategy provides an optimal plan for your data center transformation, whether you are consolidating many facilities to fewer or undertaking a consolidation inside a single data center. Dell Technologies develops a consolidation strategy that is specific to your geographic considerations, industry requirements, and compliance needs.
• **Application Blueprinting Advisory** uses an automated discovery and analysis approach to provide you with a detailed mapping of your application environment, including a complete application inventory and interdependency analysis to determine how your applications, technologies, and services are physically deployed and interact with each other.

• **Data Center Migration** leverages Dell Technologies' application-centric approach and innovative tools coupled with a patented methodology to mitigate risk and decrease overall costs. Our team defines optimal migration packages that are rapidly and iteratively executed, leveraging our automated dashboards to provide real-time visibility into all project activities.

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**Data center transformation services**

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**Service Value**

Dell Technologies’ data center transformation services provide you with modernized infrastructure, reduced operational costs, improved reliability and efficiency, and a foundation for agile cloud service consumption. With almost two decades of experience delivering successful data center consolidation and migration engagements, Dell Technologies has unparalleled expertise to tackle the most demanding requirements.

Our advanced, industry-leading toolsets accelerate data center transformation and rapidly uncover actionable data in real-time to maximize efficiency. Our experienced consultants and worldwide delivery network work with your team to set optimal migration schedules that address application and business downtime tolerances, while optimizing for the most efficient migration method and incorporating operational staffing, skill and process concerns.

The Dell Technologies Consulting Services approach and methodology accelerates benefits from more efficient operations and infrastructure, generating significant cost savings: a recent study shows clients realized up to 81 percent ROI over five years by working with Dell Technologies Consulting Services.  

1 Based on July 2017 Forrester Consulting “The Total Economic Impact of Dell EMC Data Center Modernization and Migration Services” commissioned by Dell Technologies.