



# Los Angeles Tech Forum IT Consolidation: Fact or Fiction

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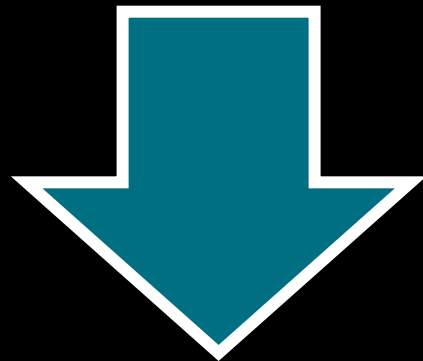
# Our Consolidation Experience Comes From Extensive Engagements in Public Sector

U. S. Government  
State of California  
State of New York  
Commonwealth of Pennsylvania  
Commonwealth of Massachusetts  
State of Michigan  
State of Ohio  
State of Texas  
City of New York  
City of Chicago

*...And Many Others...*



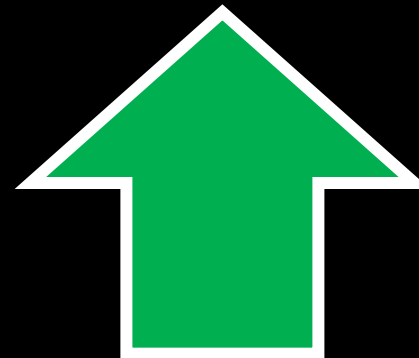
# Universal Forces Driving Our Industry Equally Affect Government IT



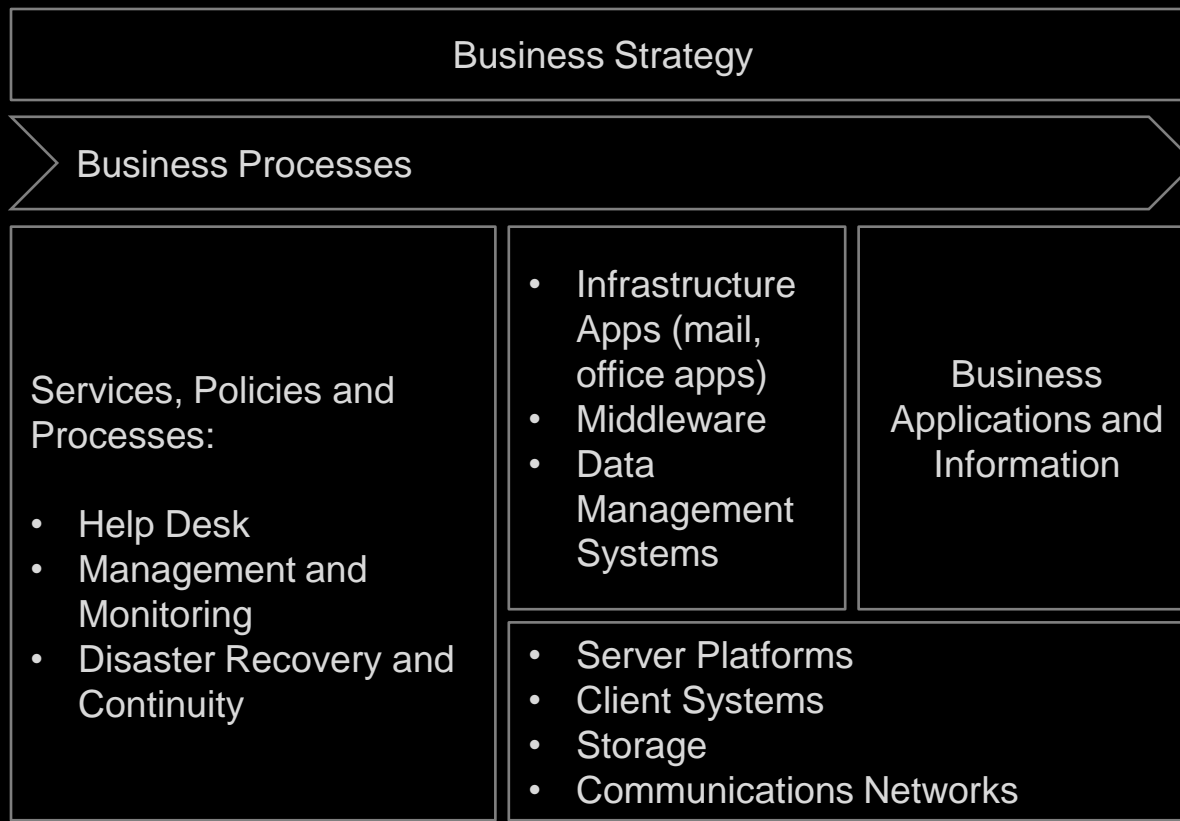
Service Excellence  
Expense Reduction  
Improved Security  
Environmental Constraints



Operational Predictability  
Management Oversight  
Budget Prioritization  
Risk Mitigation



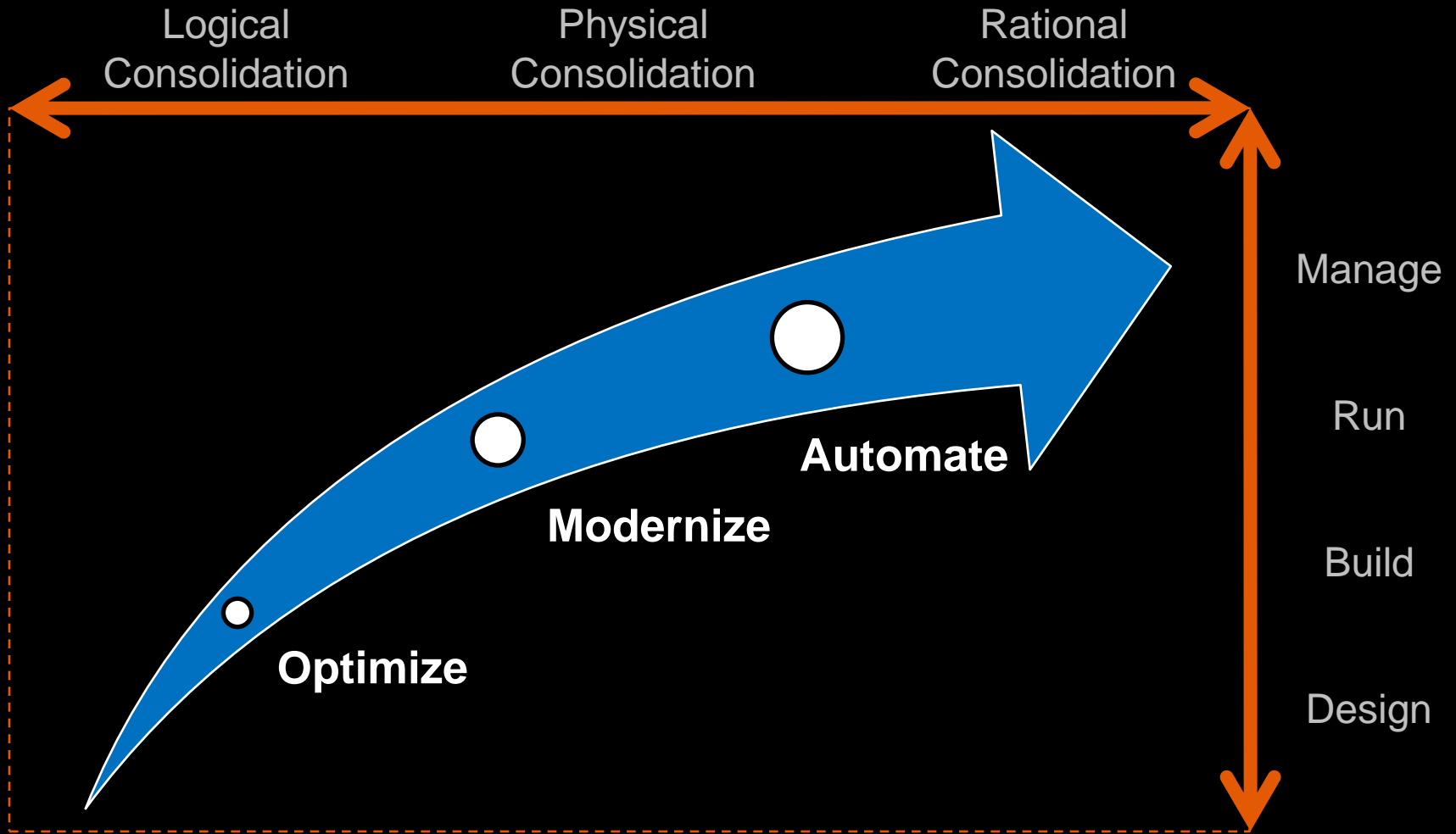
# Systems and Processes Complexity Resist Opportunities for **Sharing and Centralization** as a **Strategic Vision** and **Consolidation** as a **Tactical Component**



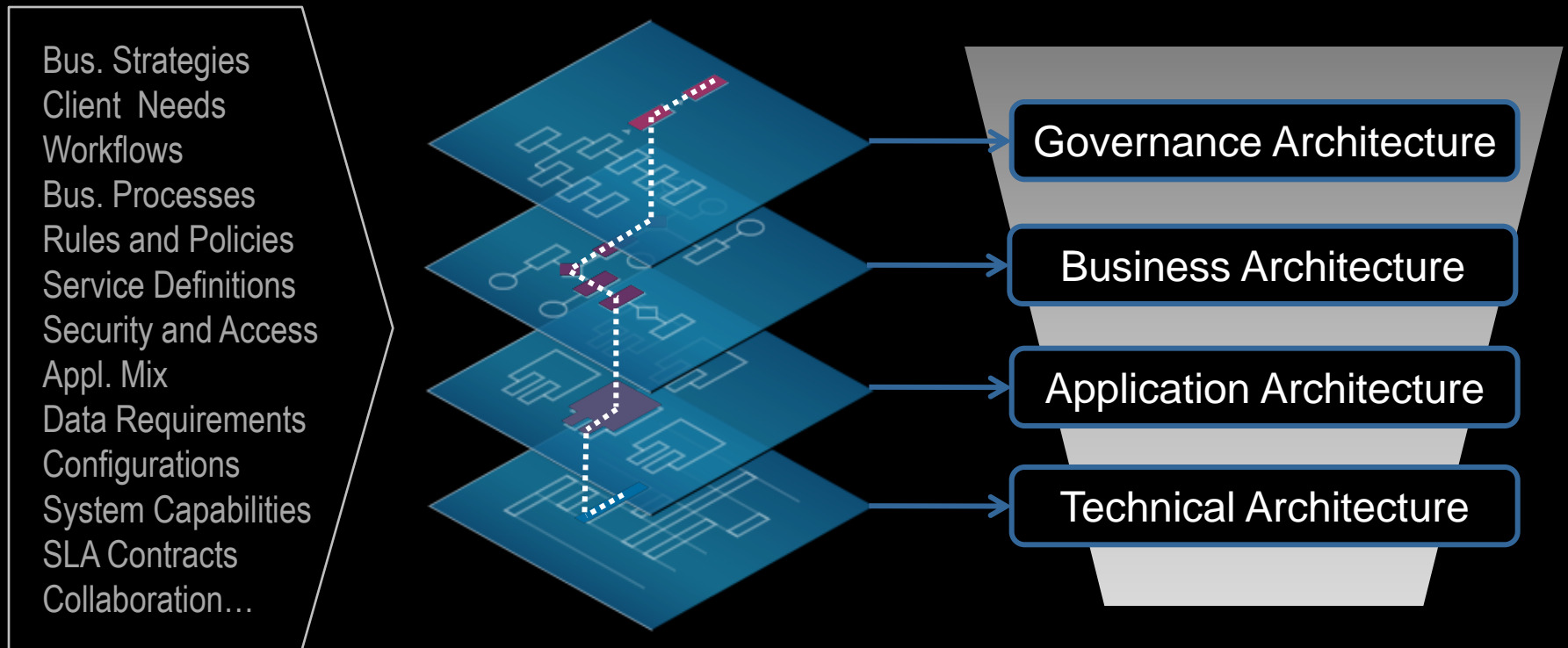
## Today's Environment Suffers From:

- **Opaqueness**
- **Brittle Construction**
- **Obscure Processes**
- **Implementation Inconsistency**
- **Overlapped Functionality**
- **Under Utilization**

# Unisys Perspective is About Addressing the Problem Across Its Full Continuum



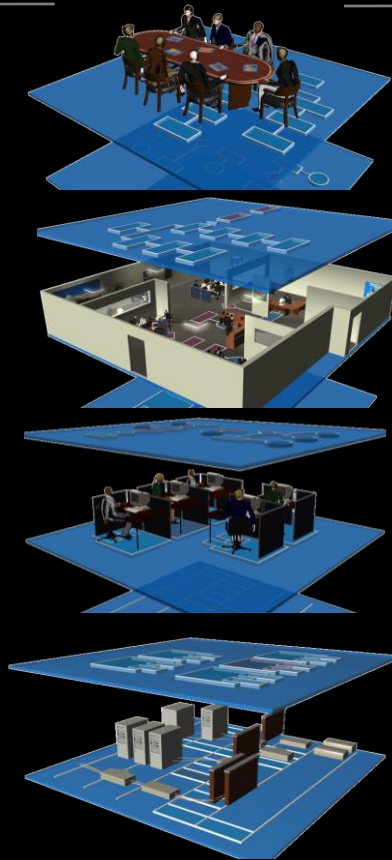
# Fact: A Multi-Dimensional Architected Approach for Understanding **Governance and Process Issues** and Formulating a **Pragmatic And Functional Solution** is Required



Issues → Unisys 3D Blueprinting™ → Holistic View

# Fact: Success Criterion Need to be **Aligned** and Connected to Expose **Relevancy, Dependencies and Gaps**

Motivation  
Scope  
Exec. Support  
Strategy  
Ownership  
Proj Mgmt Skills  
Communications  
Cost Allocation  
Governance  
Funding  
Org, Structure  
SLA Management



Feasibility

Business Case

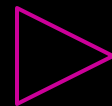
Project Phasing

Impact Analysis

Risk Exposure

Change Control

# Fact: Using Emerging Standards for **Dynamic Assembly of Systems** Opens Numerous Opportunities for Consolidation



Enables Consolidation of Business Processes and Integration of External Services

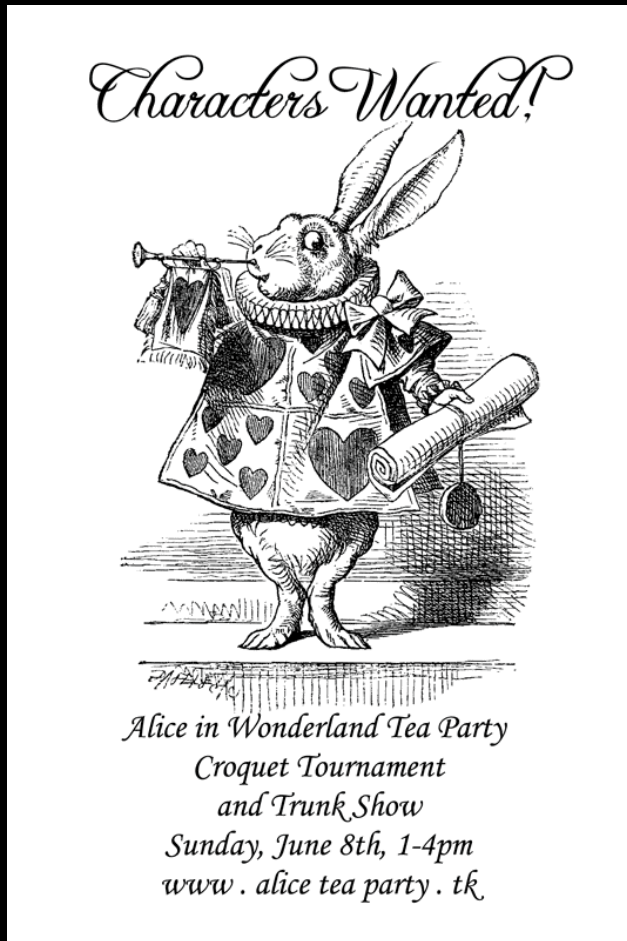


Enables Consolidation of Application Function and Delivery Channels



Enables Optimal Consolidation of Resources and Their Rapid Configuration and Re-Configuration

# Fiction: IT Consolidation == Virtualization



When you virtualize mess, you will get **Virtual Mess** ...

Systems prioritization, duplication/waste elimination and robust operational processes work toward a successful outcome

# Fiction: IT Consolidation == Server Consolidation

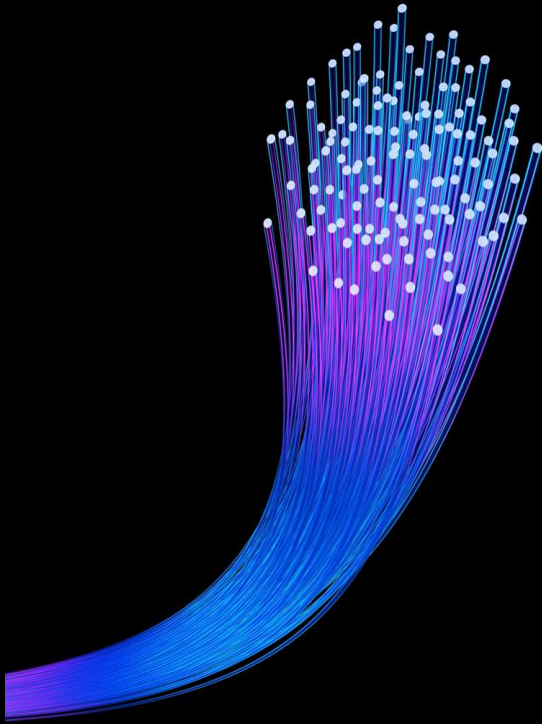


A great place to **start** but we all know. **There are a lot more pieces to the IT puzzle...**

We need a vision and strategy that addresses governance, processes, applications, data and infrastructure

Fiction:

## IT Consolidation == An Infrastructure Play



Purely IT Ops. driven initiatives **could bypass** other **high-return opportunities** for reducing costs and improving services.

A fertile area for consolidation for many governments is common IT-based services that are used widely throughout a jurisdiction. This includes e-mail, directories, geospatial information, records management and similar information-rich areas.

# Unisys IT Consolidation Services Capabilities



## Critical Attributes:

- Data Center Management
- Mission Critical Open Systems Expertise
- Domain and Industry Knowledge
- Unbiased Technical Advise
- Proven Processes and Delivery Track Record

# IT Consolidation Unisys' Own Story

- 52 Data Centers to 1
- Application portfolio reduced from 750 to 235
- Eliminated 17 mainframes and 74 storage units
- Disaster recovery in place for critical systems without raising costs
- End user and processing cost reductions
  - Data Center processing costs down 18%
  - End user service costs down 13%

# IT Consolidation

## Sample Virtualization Scenario

Increase utilization	<b>From</b> 5%-15%	<b>To</b> 60-80%
Consolidate hardware	<b>10-15 : 1</b> in production <b>15-20 : 1</b> in dev. & test	
Reduce operating costs of rack space, power etc	~\$3,000 per year savings for 2CPU ESX Server	
Decrease labor cost by simplifying and automating labor intensive IT operations	<b>From</b> 10 servers per sys admin	<b>To</b> 30 servers per sys admin

# IT Consolidation

## Large Scale Infrastructure Examples

### US State

#### Scope:

Consolidate 7,000 Windows servers, 1,400 Unix servers, 16 Mainframes from 31 Data Centers to 2

#### Deliverable:

Very broad, from facilities to disaster recovery

### US State

#### Scope:

20 Data Centers to 2 and 47 disparate email systems to 1 (75,000 users)

#### Deliverable:

Problem management and change control, service level agreement implementation, training, disaster recovery, ...

# IT Consolidation

## Application Infrastructure Examples (DB Servers)

### Financial Institution

- 60 to 2 server reduction
  - Prevent procurement of 22 others
- 27% TCO reduction
- High availability
  - 99.99% availability expected
  - Non disruptive backups
  - Disaster Recovery
  - No data loss
  - Full failover in < 1 hour
- Improved user service

### Financial Institution

- 64 to 2 server reduction
- Targeting 120 servers to 2 large systems
- ROI – 12 Months
- 26% Reduction in help desk calls
- High availability
  - Eliminated 58 hours of monthly downtime
  - Disaster recovery incorporated
- Improved user SLA

# Thank You.

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