

# Just one **simple** thing to remember

To simplify IT Infrastructure Management, think  
Insight Operations Appliance



## At a glance

- Delivers an integrated network, server and application management solution through a single pane of glass
- Offers simple and seamless integration, typically in just 3 days
- Solves the problem of too many software management tools
- Captures the benefits of virtualisation without increasing management costs
- An enterprise solution at an SME pricepoint, enabling true enterprise growth models.

## What is Insight Operations Appliance?

Insight Operations Appliance is a combination of pre-configured hardware, software and services designed to provide advanced, enterprise class monitoring of physical and virtual infrastructures whilst also delivering network, server and application management through a single pane of glass.

The appliance consists of software that's integrated and pre-configured on a server, in addition to a 3 day scoping, configuration and installation services package for simple, seamless implementation.

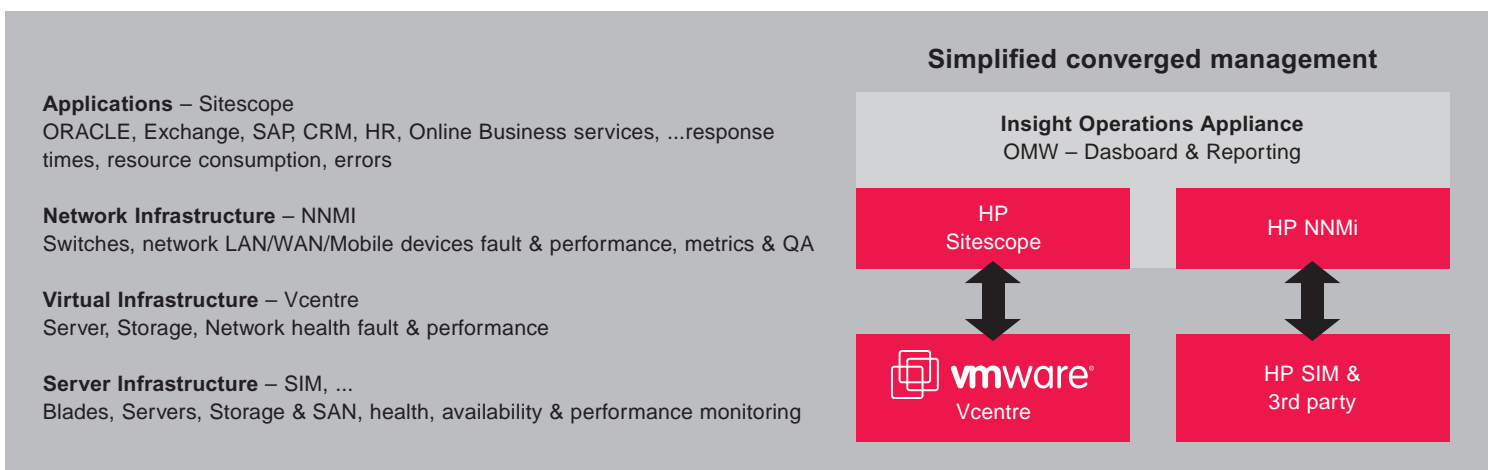
## Who is it for?

Aimed at SMEs looking to leverage full value from their server virtualisation activity and challenge the 70-80% of IT budget spent keeping the lights on, the Insight Operations Appliance contributes significant savings to IT Infrastructure Management and enables enterprise growth models.

A bundled solution, the appliance is priced for SMEs costing less than 50% of the equivalent separate hardware, software and services, whilst also being much faster to implement – reducing internal resource requirements.

Insight Operations Appliance is also ideal for organisations struggling with multiple infrastructure management tools. It's also a great fit for those searching for ways to reduce their costs whilst increasing efficiency and service to their customers.

## Insight Operations Appliance Simplified converged management in a box



## What key issues does this appliance address?

- The cost of server management and administration is already twice the acquisition cost – and growing – and the additional complexity imposed by virtualisation increases the cost of management and administration. This means that savings in server acquisition are being converted to ongoing operations cost. Crucially, Insight Operations Appliance enables IT to monitor both physical and virtualised infrastructures, capturing the benefits of virtualisation without increasing management costs
- There are often too many software management tools in situ, monitoring the performance of hardware, networking, physical and virtual machines. This complexity and separation means up to 80% of an administrator's time can be spent locating a problem. Insight Operations Appliance provides one powerful management console, quickly identifying the issue and who administrators need to talk to
- With Gartner and other analyst firms citing most organisations as spending 70-80% of IT budgets just "keeping the lights on", this means there is a real need to repurpose 10-20% of IT budget towards innovative projects that will provide competitive advantage
- This appliance is a proactive/strategic management tool – solving problems from the top down, not the technology up – and is much more than simple patch management. The appliance provides a performance perspective much better than a simple 'Is it working?' level of analysis
- Insight Operations Appliance is a great first step towards full infrastructure management and forms part of a future platform for Converged Infrastructure and Cloud.

## Features

- Agentless (extensible to add agents)
- Heterogeneous
- Desktop Console/Java Applets
- Focused on monitoring of all layers
- Discovers objects at all layers which can then show dependencies
- Advanced monitoring including: networks, OS, applications, virtual kernels
- Easily customised
- Free-form modelling
- Built-in templates, fully extensible, best practice knowledge base
- Alerts user defined, customisable and standards based (WMI, SNMP)
- Solution Templates, iSPIs (IP Telephony, Q.A.) & SPIs (Oracle, SAP)
- From 20 nodes to many thousands.

## Benefits

### Technical

- Seamless management of the virtual and physical infrastructure increases operational efficiency by approximately 30%
- Reduce risk of system downtime through increased monitoring capabilities
- The Appliance manages both the virtual and physical infrastructures through a single console ensuring that a prioritised, service driven view of IT Operations is maintained
- Agentless management reduces implementation times
- Integration with hardware management tools enables in-depth hardware monitoring
- The appliance can be simply deployed without introducing complicated integration issues
- VMware vCenter and Microsoft SCOM have deep integration with the hypervisor but they lack the ability to map the application from the virtual layer through to the physical layer
- With the Appliance the virtual-to-physical world is mapped and updated in realtime. Virtual infrastructure can be discovered and mapped automatically.

### Commercial

- Brings a typical 50% saving on OpEx, maximising every hour, watt and dollar of IT Investment
- Reduced operating expenditure: Increased server:admin ratio (to over 50:1) will lower operating costs
- Enable IT innovation: The implementation of a packaged infrastructure management appliance, capable of eliminating “swivel chair” management across physical and virtual infrastructures, enables the IT team to focus on innovation safe in the knowledge that changes in the way IT is delivered will be met by the appliance
- Faster recovery from business impacting situations: a reduction of 65% in the time that problems are diagnosed and resolved
- Visibility across the enterprise with a single console can pinpoint the cause of IT problems, allowing rapid resolution the first time. This saves money and improves quality of service by reducing downtime
- The time to value is slashed, the mean time to resolve issues is reduced and individual operator efficiency is increased – enabling SME organisations to grow their IT services without growing their IT administration
- The appliance requires minimal staff training to get started with IT monitoring
- The appliance provides the ease of defining and monitoring business views.

## What to do next?

**Contact your Account Manager for more information.**