Consolidating solutions with Dell Consulting Services
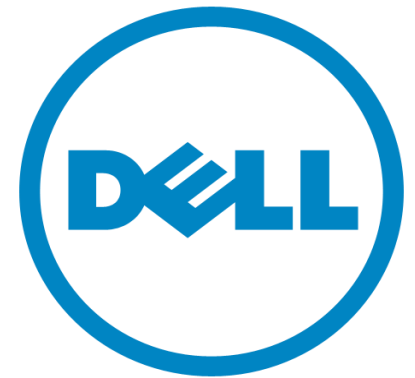
IDEAS EXCHANGE 2011

VISH KALPATHI – SERVICES BDM (ANZ)

What Do We Do?

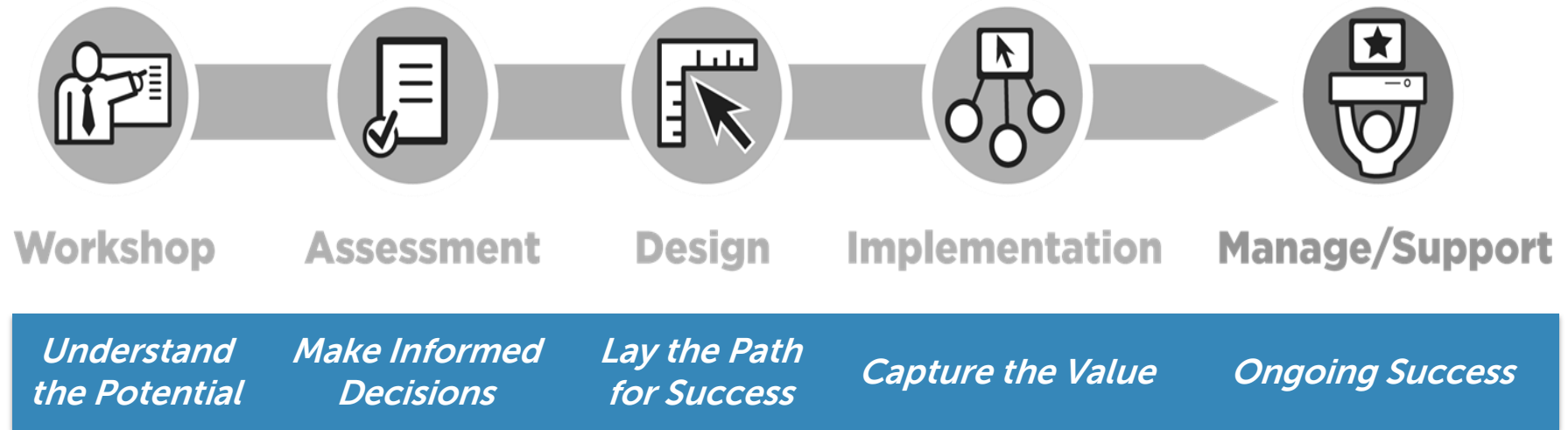| Data Center	End-User
• Data Center Planning and Management • Platform Optimization and Virtualization • Data Management • Facilities Efficiency • Networking	• OS Migration Planning and Readiness • Client Virtualization • Application Rationalization, Packaging, and Management • Education and Training

Enterprise Architecture

• IT Strategy and Planning
• Business Continuity and Disaster Recovery
• Communications and Collaboration
• Enterprise Applications (Active Directory, Oracle, SharePoint, Business Intelligence)
• Security

How we do it?

Workshop	Assessment	Design	Implementation	Manage/Support
Understand the Potential	**Make Informed Decisions**	**Lay the Path for Success**	**Capture the Value**	**Ongoing Success**

✓ Limited duration, high impact engagements

✓ Clear phases and decision points

✓ Validated repeatable process

✓ Flexible, modular approach

Learn about
Dell ProConsult Workshops

Virtual Infrastructure Design & Implementation

Virtual Infrastructure Implementation, Exchange and AD Upgrades at Multiple Sites for one of Asia Pacific's largest specialist Print Groups.

Customer PROFILE
COMPANY: XYZ Print
INDUSTRY: Printing
LOCATION: Australia, New Zealand, Singapore
EMPLOYEES: 500

Why Dell?

The Consultative approach and a clearly defined and articulated engagement strategy were the key to help Print Group reach their goal of achieving a seamless transition into their new environment. The focus Dell laid on offering the complete solution including Workshop, Assessment, Design, Implementation and post implementation support, played a major part in us winning the business over our competition.

> *" A clearly articulated engagement plan coupled with a comprehensive Solution Design was backed-up a methodical Project Management, Service Delivery & Execution."*
>
> *COO, XYZ Print*

CUSTOMER CHALLENGE

XYZ Print is in the midst of a growth phase making rapid acquisitions in ANZ and also expanding in Singapore. This growth has placed tremendous focus on management of diverse IT infrastructure. With an ageing fleet and multiple platforms, IT is having a lot of pain in enabling End user experience and productivity.

Hence a significant push towards finding a partner to help them transition into a robust environment via Hardware consolidation and adoption of new technologies with efficient planning and support.

SOLUTION OVERVIEW

VMware Cluster Deployment, Back-up & AD design and configuration, Exchange 2010 & Forefront TMG Implementation in Canberra & NZ DCs, IP Subnet Renumber in NZ & Infrastructure Migration & Post migration support in NZ operations.

<u>My Contact Details:</u>

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