

Adapting Your Technology Infrastructure to Meet New Business Demands

Brian Babineau

VP, Research and Analyst Services

Enterprise Strategy Group

“Big Data” is Relative

- ***Business impact***: Inability to efficiently derive business value from a dataset within a designated timeframe
- ***Infrastructure impact***: Existing systems / networks cannot support data set analysis requirements within a designed timeframe

Examining the Variables

Data Growth



Time



It Applies Everywhere

- Primary application response time
- Data integration / ETL processes
- Analytics / decision support
- Reporting / auditing
- Backup / disaster recovery

The Biggest Problem



One Example

- ESG Data Protection
Research: 2008 & 2010
- Top three challenges stayed the same
 - Keeping up with data growth
 - Need to reduce backup / recovery times
 - Hardware costs



One Example

- ESG Data Protection

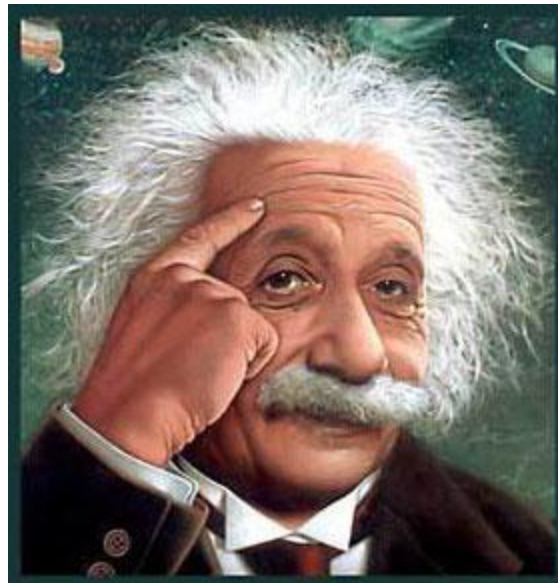
Re-architecting backup environments and processes was 9th on data protection spending priorities exiting 2010

- Need to reduce backup / recovery times
- Hardware costs



Strategies and Tools

1. Stop the “insanity”



Strategies and Tools

2. Assess your infrastructure maturity and use it to prioritize projects

Strategies and Tools

- ESG Server Virtualization Maturity: segmented based on 4 dimensions: % of servers that have been virtualized, % of VMs in production, V to P server consolidation ratio, deployment across multiple workloads

Group 1

Slow adopters

Less than 20% virtualized
Under 15% of VMs deployed in production
Less than 5 virtual-to-physical consolidation ratio
Deployment across limited and/or basic workloads

Group 2

Followers

10% - 30% of physical servers virtualized
35% average of VMs deployed in production
5 – 10 virtual-to-physical consolidation ratio
~ 35% deployment across mission critical workloads

Group 3

Leaders

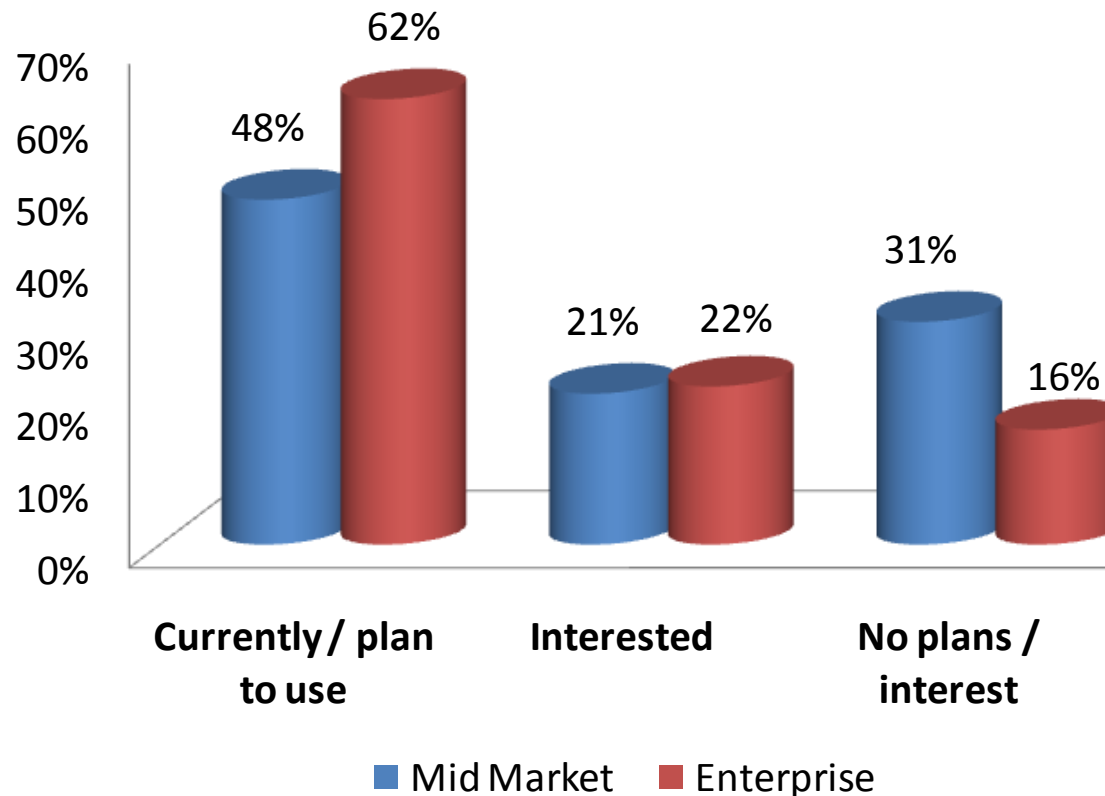
40% + of physical servers virtualized
65% of VMs deployed in production
10+ virtual-to-physical consolidation ratio
~75% deployment across mission-critical workloads

Strategies and Tools

3. Investigate alternative consumption options

Strategies and Tools

- Applications delivered via Software as a Service
(% of respondents)

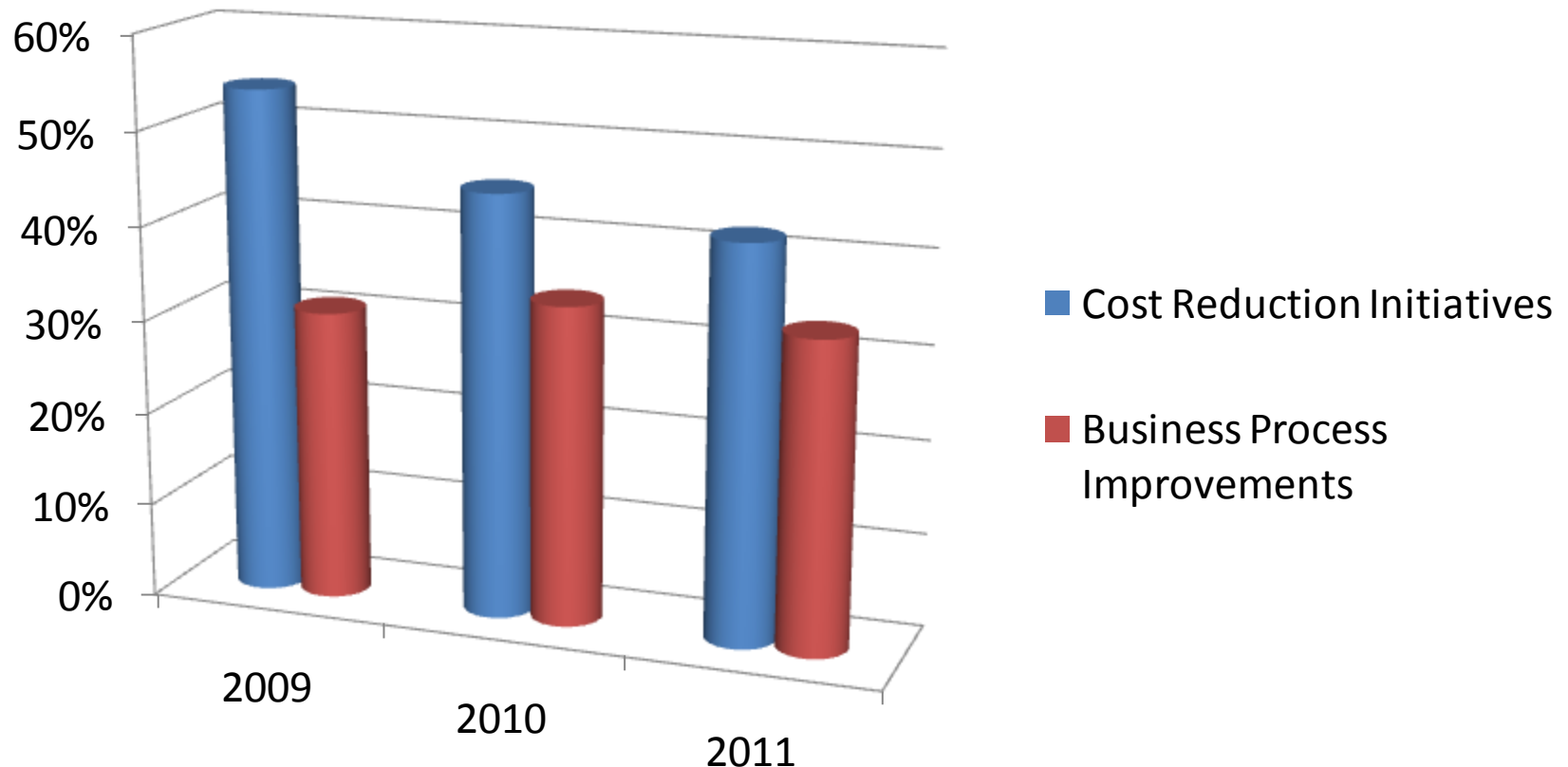


Strategies and Tools

4. Recalibrate investment justification methodologies

Strategies and Tools

- Most important criteria for justifying IT investments (% of respondents)



Business Process Improvements

- Real-time decision making
- “Time to” measurements
- Automation / productivity
- Quality

Cost Reduction Initiatives

- Faster provisioning of resources
- System de-commissioning
- Cost benchmarking
- Proactive client service

Parting Questions

- What are you trying to do with information and how fast?
- Can you really do this with existing IT infrastructure?
- If you are going to improve, how far do you want to go?
- Are you ready to measure / justify the impact in today's terms?

THANK YOU!

Brian Babineau

VP, Research and Analyst Services

Enterprise Strategy Group