

Windows Server 2003 DELL Services

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DELL Services

Optimize your infrastructure with thorough, data-driven planning and assessments

Infrastructure Services

- End User Computing
- MDS
- Microsoft Services

Global Storage Services

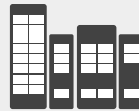
- Server, Storage Network Services
- Simplification
- Deployment

Support services

- Prosupport
- Prosupport +



Consulting



Deployment



Support

A man in a light blue shirt is seen from the side, working on server racks in a data center. The racks are filled with various server components and cables. The background is dark, highlighting the server equipment.

Windows Server 2003 EOL - OS Modernization

Brian P.N. Tofft – Director IMCS, Steria A/S

Dell | Preferred Services Partner



The time to **migrate** is **now**

Problem

Windows 2003 Server support ends **July 14th, 2015**

Scale

>10m
Servers are still on 2003

Risk

Security and Vulnerability risk due to no scheduled patching from Microsoft

Cost

\$5000/Server/YR for custom support from **Microsoft***

There is no single answer that suits all workloads. Dell will help to rank and classify your workloads based on business criticality.

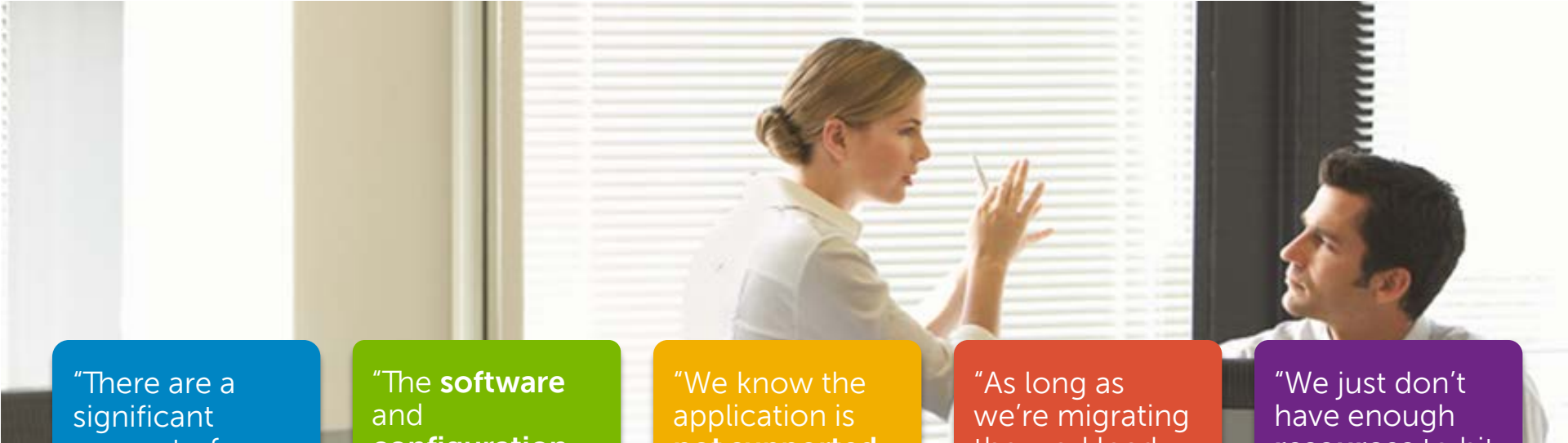
Solution

- Dell Windows Server OS Modernization Services
- Dell Datacenter Transformation methodology
- Dell Global Application packaging factory (Compatibility testing and remediation)

* Microsoft will charge \$5,000 per server for year 1 up to a limit of 300 servers. This means that the MAXIMUM they will charge in year 1 to remain on Dell · MS Server 2003 is \$1.5m (yes even if the customer has 10,000 servers). Each security patch will cost \$50,000. Costs will double each subsequent year.



What we're **hearing** from customers



"There are a significant amount of **legacy apps** without development staff to support migration"

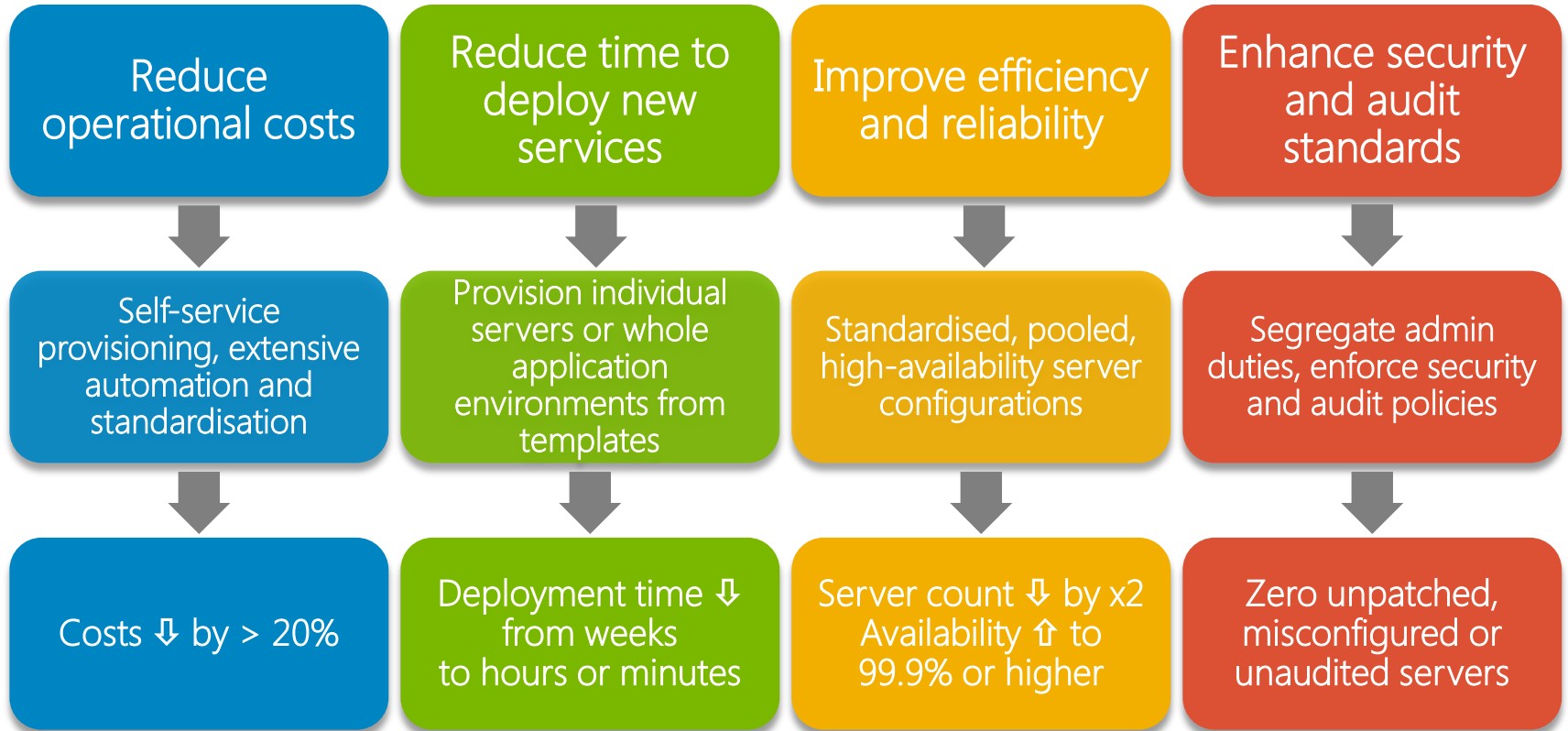
"The **software** and **configuration** are **not available** – they left with the original developer"

"We know the application is **not supported** on the target Windows 2008/2012 platform"

"As long as we're migrating the workload, we need to consider **increased virtualization or cloud**"

"We just don't have enough **resources** to hit the July 2015 deadline in all of our locations"

The upside: **Improved** product since server 2003



Define the **right level** of expertise and support with IT Consulting



**Skilled Solution Architects • Automated tools and analysis • Best of breed partners
Unique intellectual property • Reference architectures**

End to end **services** to meet **your needs**

Team up with the **leader** in Windows Migration to help you **quickly migrate** from **Windows 2003** regardless of where you are in the process.

Assessment

Analysis of infrastructure and Apps

- Application inventory
- Dependency analysis
- Performance Base lining
- App owner interviews

System Design

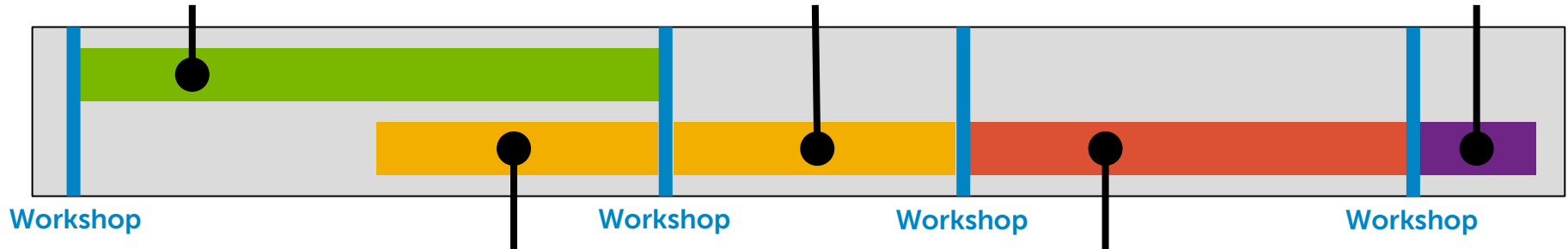
Transformation Planning and Design

- Scheduling & Migration planning
- App/Workload specification
- Design, Build and Validate target solution
- Step by step migration plan

Support / Educate

Windows technical training from Dell Education Services

- Flexible delivery models
- Microsoft Gold Certified Partner
- Global availability



System Design Disposition

- Define unique approach for each app
- Target apps to platforms; physical, virtual, private cloud, public cloud
- Determine target OS
- Prioritization

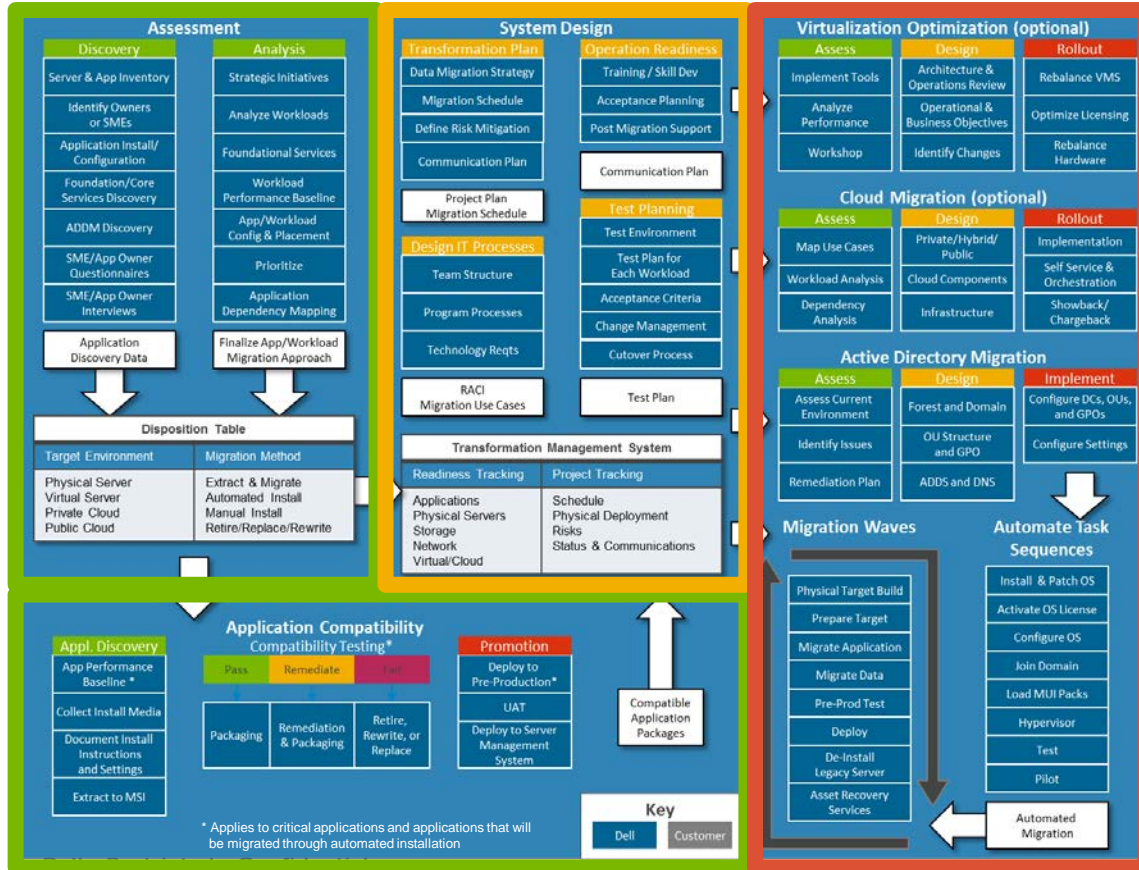
Implementation

Migrate the Systems

- Compatibility testing & Remediation
- Packaging & deployment automation
- Configure Target & Migrate app and data



Windows Server 2003 migration plan



Assessment

Make informed decisions

System design

Lay the path for success

Implementation

Capture the value

↑ Typical 26-52 weeks ↓



Workshop offering (CWS)

4 hours on-site workshop

Workshop



Understand the potential

Agenda

- 15 min Introduction and end in mind
- 60 min "AS-IS" : general discovery, Issue prioritization, Requirements, expected results
- 15 min Break
- 15 min Introducing **DELL migration methodology & POV**
- 60min **Defining customer migration strategy & plan**
(“AS-IS” > “TO-BE” Journey)
- 15 min Summary and Next Steps

- 60min **Executive summary / Presentation**



Workshop Executive Summary

Workshop



Understand the potential

Company Logo

1. AS-IS CompanyName Background

- Current Issues:**
- (1) Need to modernize ~ 80Servers Windows 2003 servers before they reach end of life (July 2015)**
 - Sufficient due diligence needed, but not at the cost of modernization process
 - Desire for maximum repeatability and automation in modernization process
 - (2) Need to create a trusted repository of data on servers, workbooks and applications in scope**
 - Windows 2008R2 is current desired target, though Windows 2012 approvals is imminent
 - SCCM currently tracks server & app information but validation is needed
 - Desire for questionnaire/Interview framework and process across LOBs & companies that maximizes needed data gathered and minimizes app owner time investment
 - Need to discover server / application dependency and supportability on W2008/2012
 - Need to derive modernization groupings, priority and method of disposition
 - Need to understand current functionality levels and user experience to compare later
 - (3) Need to determine application compatibility with Windows 2008/2012**
 - Need to evaluate if application is supported by vendor currently and license lifecycle
 - If legacy apps, need to understand if application can run on a 64-bit operating system
 - Need to define possible options and dispositions per application to use in planning
 - (4) Need to pilot and prove out modernization processes for Windows 2003 workbooks**
 - Desire to evaluate possible processes and tools for migrating to Windows 2008/2012
 - Need to have a process and tools where installation files and instructions do not exist
 - Desire to pilot and prove out both easy and complex applications
 - Desire to pilot and prove out with the "hard" applications rather than the easy
 - Pilot goal is mostly process capture and tool validation, rather than app owner comfort

Current State:

- (1) Currently 80Servers Windows 2003 servers are identified for modernization in the environment**
 - CompanyName already reduced the addressable footprint (low-hanging fruit)
 - The 80Servers servers are mostly virtualized (75% or approximately) and server workloads
 - Physical servers tend to have multiple applications, while virtual are mostly 1:1
 - The 80Servers servers are estimated to span 800 apps as well as several US farms
- (2) The 80Servers servers host 800 applications from multiple operating companies**
 - The current application estate spans LOB and has as many as 80 App Owner Managers
 - Each app owner / manager has 1-3 app owner analysts reporting to them
 - 50% of applications are considered "home grown" and are supported internally
 - Many vendor applications are no longer officially supported but are still used (ex. EXR)

2. Scope & Key Assumptions

- Scope:**
- (1 & 2) Discovery and Validation of Server and Application Inventory**
 - Asset and Application Discovery (inclusive of titling of applications)
 - Server and application dependency discovery and analysis
 - Application owner interviews and data analysis/correlation
 - Discovery of supportability status (intra/all / vendor / expiration)
 - Modernization grouping and initial disposition recommendations
 - Prioritization of application migrations based on application owner feedback
 - (2) Creation of Trusted Repository of Application and Server Data for Modernization**
 - Deployment and Customization / Integration of Dell Transformation Manager (DTM)
 - Data import and rationalization from discovery and validation efforts
 - Creation of linkage to existing relevant CompanyName systems (ie: CMDB, APART)
 - Standardizing and optimizing online app owner questionnaires to be used in discovery
 - Enabling DTM use in support of discovery, validation, compatibility testing, and pilot efforts
 - (3) Application Compatibility Testing and Disposition Determination**
 - Using discovered and validated data from DTM repository perform Application Compatibility Testing (ACT) on the in-scope applications using ChangeBASE
 - Red/Amber/Green (RAG) report, support status & recommended disposition and method of migration
 - Validate recommendations with application owners and seek feedback and agreement
 - (4) Pilot Modernization / Application Migration Methods and Refine Recommendations**
 - Pilot modernization process and tools for applications that have install files and configuration
 - Pilot modernization process and tools for applications that need re-packaging
 - Pilot migration process and tools for applications that are not supported and have no install files
 - Refine and revise disposition and method recommendations based on results of pilot
- Key Assumptions:**
- Access to all existing inventory and technical documentation existing for servers and apps
 - Ability to interact with and obtain information from key stakeholders and app owners
 - Access to technical IT resources (network, security, database, etc.) relevant for discovery
 - Infrastructure components (storage, network, compute) available prior to pilot kickoff
 - The ability to deploy, gain network connectivity, input credentials and deploy agents for Asset Inventory, Dependency, ACT and software titling tools (deploy tool to CompanyName)

3. CompanyName Input into Process

- (1, 2 & 3) Modernization Discovery, Analysis, Creation of Trusted Repository and Planning**
 - Senior business unit and functional (application owner) management commitment
 - Coordination of input from various LOBs, divisions and operating companies
 - Network connectivity to targets, root/admin credentials, existing inventory & app docs
 - Technical and Application-specific knowledge for discovery, validation & planning
 - Sufficient Virtual Infrastructure Capacity to host discovery tools & DTM (defined at kickoff)
- (4) Modernization Pilot and Disposition Process and Tool Planning**
 - Provide pilot applications and servers to serve as candidates for both App Owner and Factory
 - Provide application exercising for App2zero migrations
 - Provide feedback, review results and undertake testing of modernized applications

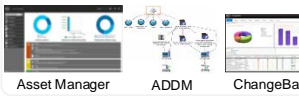
4. High Level Plan

- Asset and Application Discovery & Validation (including performance):**
 - CompanyName CMDB serves as baseline for assets
 - Dell Asset Manager with SCCM import validates and titles applications
 - MAP data collection on asset targets captures performance state
- Application supportability status and application owner correlation**
 - Light survey of application owners
 - Dependency data gathering and correlation with asset tracking
 - Vendor support status research – app owners and app factory
- Setup of trusted repository of data (Integration/Import)**
- Application Compatibility Testing & Disposition option determination**
 - ChangeBASE and Dell App Factory automate large quantity Red/Amber/Green analysis and decision-making on disposition
- Modernization Grouping of applications, dispositioning, planning**
- Validation of discovery, testing and research finding with app owners**
- Tool modernization/migration methods & options (as run parallel)**
 - Light survey of application owners



5. Discovery and Analysis

- Discover and Document Application Estate with Dell Asset Manager
- Software Asset Inventory (SI - 400+2003 assets/files)
 - System Center Configuration Manager Integration – existing data
 - Proprietary site target platform: Microsoft Assessment Planning (MAP)
 - Performance baseline analysis to properly size target and capture known performance requirement / footprint
 - Size your target appropriately to reduce app owner strife
- Discover dependencies with BMC's ADDM deployed on an appliance
- Application Dependency & Data mapping for complex LOB apps
 - Enable deeper app interview discussions and mitigate transition risk
- Test app compatibility on Win2003/2012 with Dell ChangeBASE
- Automated app compatibility testing and integration with Dell Application Factory for easy remediation, in-depth testing and reducing uncertainty during execution and mitigating transition risk



6. Dell Knowledge Base and Best Practices

- Dell brings strong data center transformation methodology and managed datacenter services to the table
- Dell's relationship with Microsoft:**
 - 2012 and 2013 U.S. Windows Deployment Partner of the Year and the 2013 U.S. Windows Partner of the Year
 - #1 MS enterprise partner group (EPG) partner
 - #1 in worldwide in Windows 7, Lync, and data center deployments
 - Technology adoption program (TAP) for Windows Server 2012
- Dell Transformation Manager:** this proprietary technology underpins the service as the central data repository & "single source of truth":
 - Risk/Issue Integration
 - Task Integration
 - Utilize existing data where applicable
 - Discover to fill gaps
 - Easy transition to execution
 - Role based views and access
- Dell Asset Manager & Dell ChangeBASE (post acquisition):** Automates Software Titling, and Compatibility Testing & remediation of application packages
- Dell Application Factory:** provides cost-efficient Assessment, Remediation and Testing for most common modernization options. With 5 global locations including US, it has created > 19,600 Windows installer packages > 4100 virtual packages (App-V) since 2006.

7. CompanyName Deliverables

- Establish Foundation:** (Depending on chosen option(s) the cost is \$270K or \$385/Server (ROM cost subject to +/- 20%):
- Data gathered from discovery and validated (700) Windows 2003 servers, using multiple tools and leveraging existing CompanyName data where available and applicable
 - Data gathered with Dell Asset Manager (software titling), ADDM (dependency) and MAP (perf. baseline)
 - Additional data resulting from import of existing SCCM records into Dell Asset Manager (DAM)
 - Results of a conducted light survey of CompanyName's SMEs & application owners
 - Vendor compatibility data and support status – researched as part of discovery
 - 2) A Trusted Repository for Application & Server data for Modernization** \$35K
 - Deployment of a centralized repository database and Dell Transformation Manager (DTM) portal
 - Integrate all data points and tool outputs with DTM (rationalization, discovery & validation)
 - Integrate links from existing CMDBs to DTM so that it becomes a "single source of truth" for the effort
 - 3) Application Compatibility & Disposition Options Testing** \$100K
 - Implement ChangeBASE for Application Compatibility Testing (ACT) for 175 applications
 - Integrate App2zero with ChangeBase as required for Application Compatibility Testing for selected applications
 - Use ChangeBASE Red, Amber, Green (RAG) status to determine options for app disposition & migration methods
 - Conduct app owner interviews to assist in work estimates for the disposition plan for each application/server
 - 1, 2 & 3) Data Analysis, Correlation and Recommended Disposition Determination** \$50K
 - Correlated Data and Disposition Recommendations Based on:
 - CompanyName provided data
 - Discovered inventory, application and capacity data via tools (DAM, MAP)
 - Discovered dependency data via ADDM tool
 - Performance baseline data
 - Application Compatibility (ACT) data from ChangeBASE analysis
 - Software support status data based on vendor research
 - CompanyName's Stakeholder and Application Owner survey data as well as interviews
 - Dell Transformation Manager accessible via a portal to derive the following intelligence for execution:
 - Assignment of apps & servers to consistency groups
 - Assignment of initial recommended disposition options for workbooks and applications
 - All available and related discovery data for workbooks and applications

Execute a Pilot of 4 Applications

- (4) Pilot of W2003 Modernization Disposition Options and Migration Methods** \$85K
 - Disposition Options and Migration Use Cases to be Piloted are as follows:
 - Two (2) Apps with install files & configuration available – process-centric and application owner-led
 - Two (2) Apps that would require re-packaging - Dell's Application Packaging Factory to be used if possible
 - Two (2) Apps that are not supported and have no install files available - Use App2zero process if possible
 - Dell to perform discovery/design and provide status, progress and reporting (success rate, issues, risks identified)
 - Transformation Planning (definition of server & app workload dispositions, updated data via DTM if available)
 - Capture and document recommended process, strategy & approach for subsequent program phases
 - Documentation & Presentation of Results

8. Benefits to CompanyName

- Analytics, Supportability and Application Compatibility Testing Benefits**
 - Server OS instance and Application (with dependency mapping) inventory to obtain clear picture & mitigate risk
 - Maximum automation and repeatability of process in testing compatibility with desired OSs (Win2008R2/2012)
 - Reduced risk – get it right the first time
 - Optimize app owner interaction and ensure testing is minimally invasive to ongoing operations
 - Create the right plan and disposition for most visibility into timely completion by Windows 2003 End of Support
- Base-conditions on a Trusted Repository of project data**
 - Single source of truth for modernization program progress – turn data into intelligence
 - Custom online survey of application owners optimizes interaction times and automates data collection
 - Easy transition to execution, with Dell Transformation Manager as the trusted repository bringing the gap
- Determine Compatibility, Supportability and actionable Outcomes for Windows 2003 Base Application**
 - The correlated data from DAM, ChangeBASE, Servers and Interviews provides a clear picture and go forward plan
 - Risks are flushed out based on extensive analysis and testing and mitigations and plan are clear and actionable
- Prove out feasibility and test Modernization Options by Undertaking PI**
 - Use Dell's proven and documented processes and toolrelationships to undertake a pilot remediation effort
 - Gain clear understanding and visibility into the execution phase and gain comfort in Dell's ability to deliver results
 - Leverage lessons learned from pilot to smooth the way during discovery, testing, dispositioning and execution

9. Financial Justification

- (1) OPEX reduction**
 - Cost avoidance via better planning and risk reduction
 - Platform maintenance / Break fix / Administration
 - Patching ease and improvements
 - Process standardization
- (2) CAPEX reduction - lessening potential financial exposure in 2015 and beyond**
 - Avoidance of Microsoft support penalties:
 - Microsoft has provided data to show that support cost will be \$5K in year 1 and \$10K in Year 2 per device, which means that CompanyName's exposure is \$3.5M / support for years 1 and 2 if no action is taken
 - Furthermore, Microsoft provided cost to receive Security Updates rated as important at \$50K per update in year 1 and \$100K per update in year 2, opening up CompanyName to further penalties unlimited exposure to secure systems still on Windows 2003 after July of 2015.



Workshop offering (**CWS**)

Workshop



Understand the
potential

Get it for FREE





The power to do more