

# A partnership of excellence



## Bull & VMware

In order to help organizations reduce IT complexity and drive down costs through virtualization, Bull has constantly reinforced its partnership with VMware. Since 2002 Bull has developed a solid expertise in VMware solutions, thus obtaining the highest levels of partnership with VMware. In the same way and as a recognition to its capacity to provide high quality technical expertise across the full range of VMware solutions and the best consulting services dedicated to server virtualization Bull has achieved the highest levels of VMware certification.

### VMware, the global leader in virtualization

VMware, the global leader in virtualization delivers customer-proven solutions enabling organizations to streamline, consolidate and virtualize their infrastructure based on X86 servers or on workstations, in order to reduce IT complexity and enable agile service delivery. Presently VMware is accelerating the organization's transition to cloud computing, in order to become a major player in this field.

### Bull & VMware: the highest levels of partnership

Thanks to partnership contracts signed with VMware, Bull provides high level services related to virtualized environments. This strategic partnership is built around:

- **The Enterprise Solution Provider Program** which enables Bull to resell products for server virtualization (vSphere, vCenter), or client virtualization (View). Bull certified consultants implement Disaster Recovery Plans and help customers to transform their Data Center with market leading methodologies and tools. Consultants are certified to manage the sale, deployment and optimization of virtualized environments.

- **The Technology Alliance Program for OEM partners (TAP OEM)** enabling Bull to pre-integrate VMware vSphere 4, the industry's most reliable virtualization platform into its novascale bullion servers and VMware vCenter Server, the most advanced virtualization management platform. Bull and VMware have built a strong R&D collaboration over the years enabling Bull to certify its novascale servers with VMware products.
- **The VMware Service Provider Program (VSPP)** which enables Bull's hosting services to offer cloud-based IT services. Our customers can thus increase or reduce compute capacity by leveraging the VMware platform, including VMware vSphere™ 4.

Bull benefits from direct links with VMware when it comes to defining new services, using specific tools for auditing or migrating hardware assets, or providing health checks for virtualized environments. Bull's VMware Certified Professional (VCP) accredited consultants, who are trained in the very latest VMware developments, have exclusive access to VMware support and resources.

Partnership

# Bull: high service levels to leverage VMware innovative technologies

As a service integrator and virtualization specialist Bull helps its customers to consolidate their IT infrastructure and deploy internal clouds (flexible Data Centers totally driven by SLAs - Service Level Agreements).

## Professional services related to virtualized infrastructures

Two levels of services are provided:

- **The first level of service comprises advisory services** to define the best virtualization strategy in line with the company's business objectives. It takes into account the customer requirements in terms of SLAs. This phase must define how the virtualization project for strategic applications will offer flexibility, agility and automation within the company's information system and business processes to leverage the Internal Cloud. It is followed by an assessment of the Data Center, which will enable to draw up an inventory of the hardware and software components, and will highlight the current and future needs in terms of resources. This assessment will also enable to draw up an inventory of the enterprise critical applications.
- **The second level of service concerns the implementation of:**
  - Service continuity,
  - Virtualization management,

- Disaster recovery plan,
- Security system.

## novascale bullion: specifically designed for the virtualization of critical applications

novascale bullion, a Bull designed system, goes a step further in virtualizing business critical applications. Based on a modular architecture, and natively embedding the VMware ESXi virtualization hypervisor, novascale bullion is the answer to enabling IT departments to consolidate Xeon-based business applications while providing reliability and simplicity. novascale bullion key differentiators are:

- **Unsurpassed Quality of Service with TCO improvement.** The deployment of novascale bullion divides the number of managed objects by a factor of 10. The dynamic allocation of resources also contributes in lowering the TCO. This approach provides a major financial benefit by optimizing the number of software licenses.
- **Optimized energy efficiency:** novascale bullion provides improvements of up to 40% in energy efficiency, thanks to its native virtualization hypervisor providing: consolidation without the "threshold effect" of n to n VM systems; the reduction in power consumption of n systems

through moving them to novascale bullion; and the rapid start-up and inactivation of the VM.

- **A catalog of dedicated services** such as: implementation, deployment, maintenance and support as well as consulting services for virtualization, high availability, performance management and architecture optimization.

## Bull StoreWay storage solutions to manage the impact of virtualization and improve SLAs

Bull StoreWay leverages decades of storage know-how in Data Center environments for mainframes, high-end UNIX servers, and Intel Servers, as well as partnerships with leading storage manufacturers and software vendors, plus strong implementation and support capabilities.

StoreWay's VMware solutions capitalize on the global Data Center strategy. Cost savings, flexibility, efficiency, optimal resource usage are the fruit of perfectly integrated IT infrastructures.

StoreWay enables a seamless integration of VMware's storage infrastructure in the existing IT environment, to leverage common practices, resources and management tools.

StoreWay allows all VMware benefits, while avoiding the pitfall of isolated VMware silos.



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