Iperconvergenza e PMI: un matrimonio possibile!

Iperconvergenza vuol dire consolidare server, storage, networking e virtualizzazione in un'unica appliance, fornita da un unico vendor e pilotata da un'unica interfaccia software.

Ma questo si può fare con costi e competenze adatte anche per la media azienda italiana? Adesso sì!

Attiva Incontra, Padova, 21 Settembre 2017

Primo Bonacina
Managing Partner
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www.primobonacina.com

PBS
Digital
Actionable
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Agenda

- Cos'è l'Iperconvergenza

- Le esigenze dei clienti

- I benefici

- Il mercato cresce

CUSTOMER REQUIREMENTS

Da quanti anni ci occupiamo di IT?

The **CIO paradigm**

Business priorities

- ✓ Deliver business results to shareholders
- ✓ Improve customer satisfaction & innovate
- ✓ Cut/maintain costs
- ✓ Keep us competitive
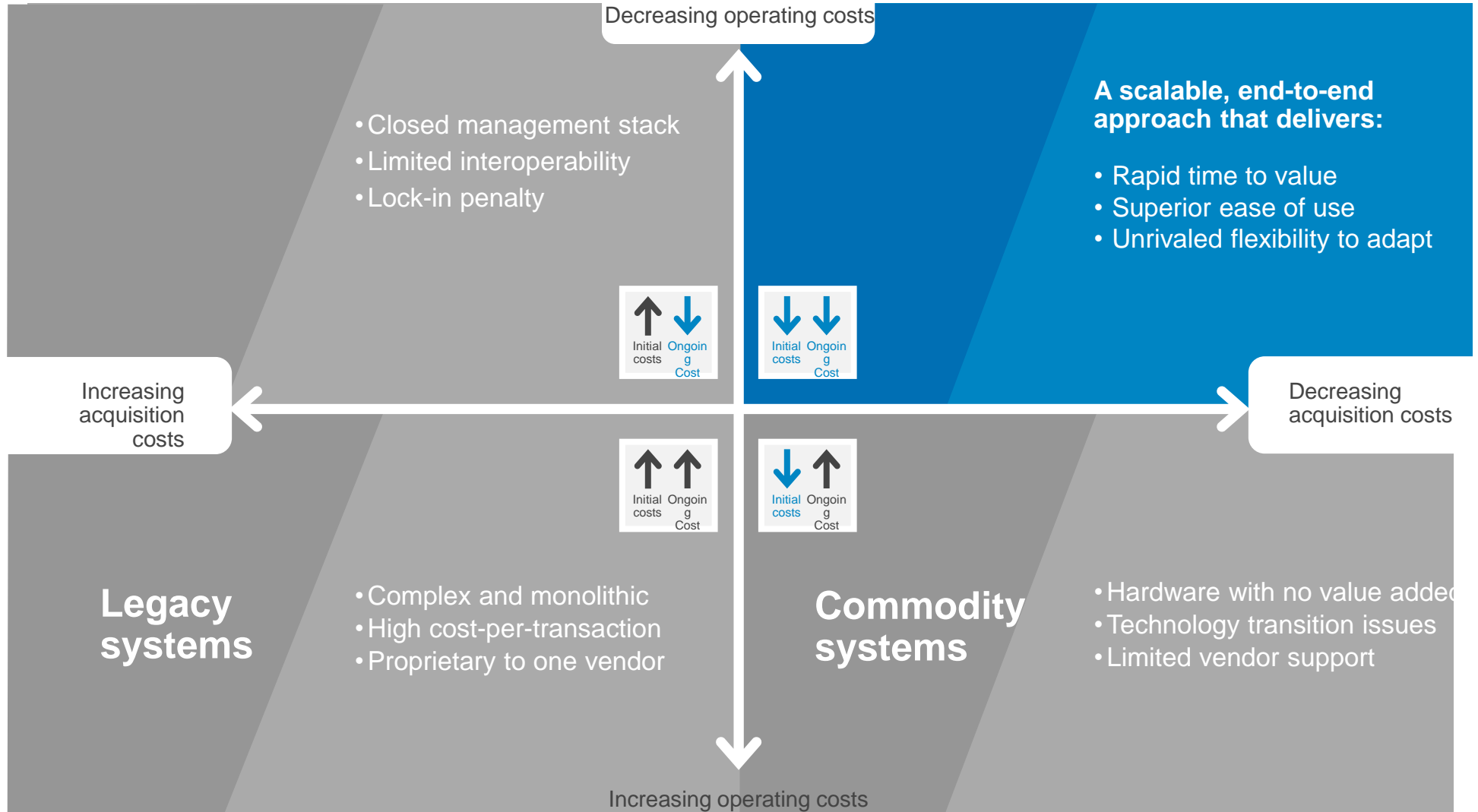- ✓ Improve employee productivity

Technology priorities

"Keeping the lights on"

- ✓ Manage current workloads
- ✓ Application rationalization
- ✓ HW updates & migrations
- ✓ Reduce costs
- ✓ Protect our data

Accelerating the business"

- ✓ Optimize workloads
- ✓ Software-defined X
- ✓ Utilize new IT benchmarks
- ✓ Deliver ubiquitous mobility
- ✓ Implement cloud computing

Which approach gives you **better results?**

Decreasing operating costs

- Closed management stack
- Limited interoperability
- Lock-in penalty

A scalable, end-to-end approach that delivers:

- Rapid time to value
- Superior ease of use
- Unrivaled flexibility to adapt

Initial costs ↑ Ongoing Cost ↓

Initial costs ↓ Ongoing Cost ↓

Increasing acquisition costs

Decreasing acquisition costs

Initial costs ↑ Ongoing Cost ↑

Initial costs ↓ Ongoing Cost ↑

Legacy systems

- Complex and monolithic
- High cost-per-transaction
- Proprietary to one vendor

Commodity systems

- Hardware with no value added
- Technology transition issues
- Limited vendor support

Increasing operating costs

Now you can **synthesize** traditional and new IT

Traditional IT

Support traditional IT applications and architectures with efficient and scalable virtualization-based cloud solutions

New IT

Support new IT applications and architectures with efficient, scale-out, hyperscale- inspired cloud solutions

Future-Ready IT

A common compute-centric, software-driven platform for traditional and new

WHAT IS

HYPERCONVERGENCE

What is a hyperconverged infrastructure?

Hyperconverged solutions solve the challenges of traditional IT infrastructures, by putting all of the separate pieces together. They combine compute, storage and networking into a single server, which dramatically simplifies the infrastructure stack.
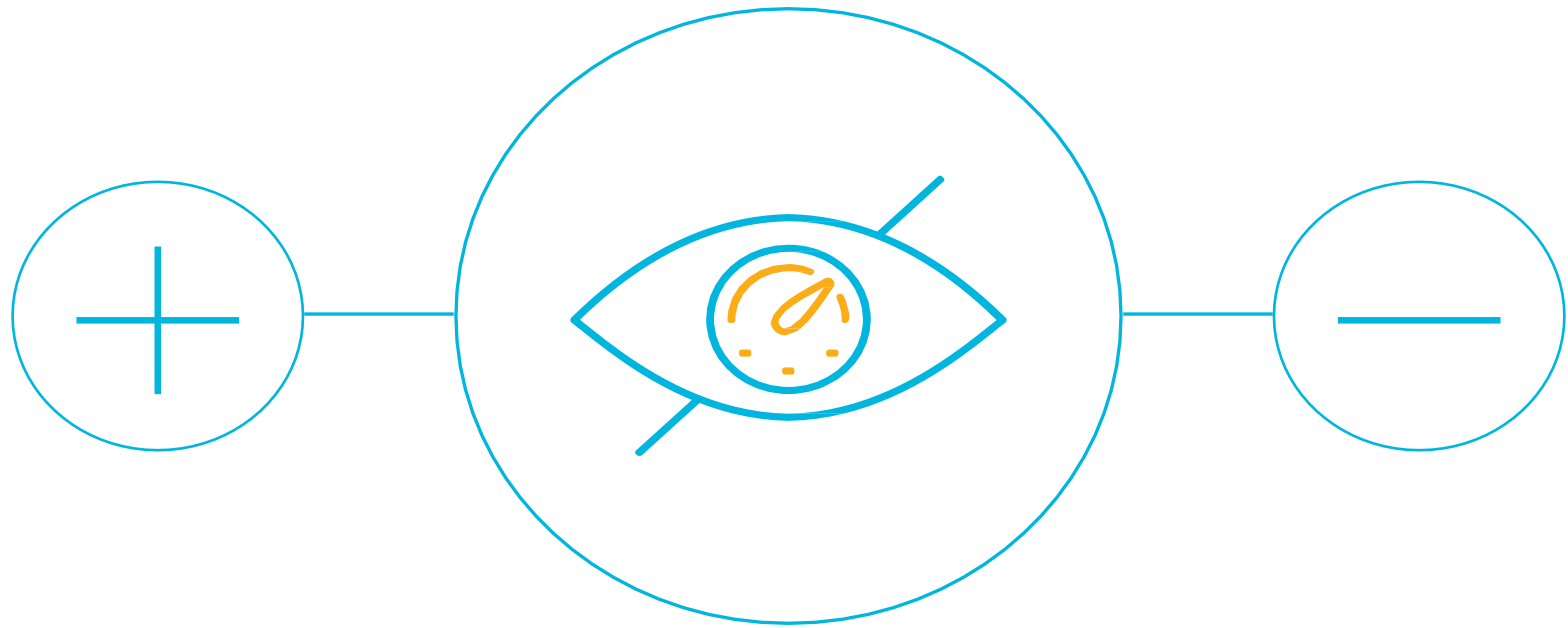
Reducing costs is the number one reason cited by customers for implementing hyperconvergence infrastructure (HCI).
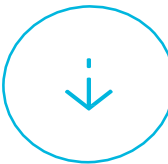
More than ever, organisations are looking to do more with less – most notably, they want to reduce spending while **consolidating and streamlining their IT operations.**

20%

Cost outweighs the **next most important purchasing factors – High Availability (HA)** features and **ease of scaling capacity and performance** – by a margin of 20%.

CUSTOMER BENEFITS

The benefits of hyperconverged infrastructure

Compared to traditional IT infrastructures which are often over-provisioned, hyperconverged solutions leverage the full potential of modern computing and storage hardware, in a single unified platform.

Hyperconverged infrastructure delivers a far more cost-effective, full-stack IT infrastructure, which also offers great application performance, space efficiency and the fast deployment of resources.

Simplified management
Unifies management in a single, simple interface, so that the system can be easily managed by an IT generalist.

Reduced costs & increased efficiency
Provides a lower purchase price, easy deployment, cost-effective scaling, simple updates and lower operating costs.

Faster deployment and recovery
Enables the fast deployment and recovery of all IT infrastructure resources, including business applications and data.

No data loss
Improves data protection mechanisms and allows fast automated disaster recovery, with no risk of downtime or data loss.

Simplified management

Simplified management
Unifies management in a single, simple interface, so that the system can be easily managed by an IT generalist.

For IT people and business managers, the opposite of infrastructure simplicity is the term, Multiple User Interfaces. Traditional infrastructures are built from a variety of components, each with their own vendor-specific interface. This make support cases hard to manage and deploying new IT resources difficult. Hyperconverged solutions offer you a single management interface and support from just one vendor.

Reduced costs & increased efficiency

1. Capital Expenditure (CAPEX)

Hyperconverged solutions allow you to purchase the whole IT infrastructure from a single vendor, at a lower price, instead of purchasing it in expensive separate parts, from different vendors.

2. Operational Expenditure (OPEX)

Instead of having to run, manage, maintain and pay for an entire rack full of servers and switches, hyperconverged solutions require a lot less manpower and resources to manage and run.
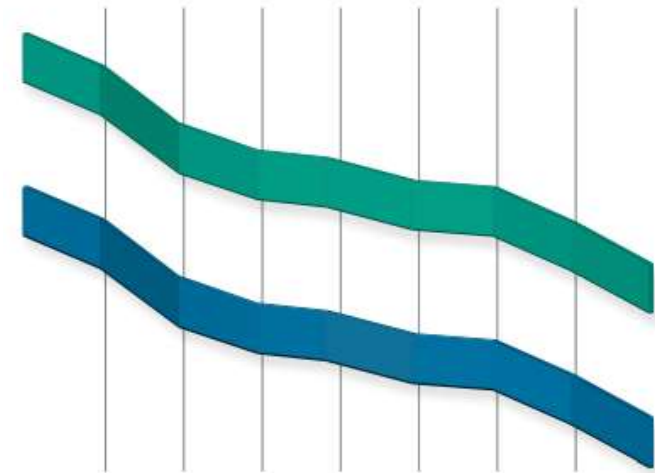
Faster deployment and recovery

Enables the fast deployment and recovery of all IT infrastructure resources, including business applications and data.

Faster deployment and recovery

Traditional infrastructures require every part to be configured and deployed separately. Similarly, during a recovery scenario, every part of the infrastructure needs to be recovered independently. This makes 10-hour recovery times common.
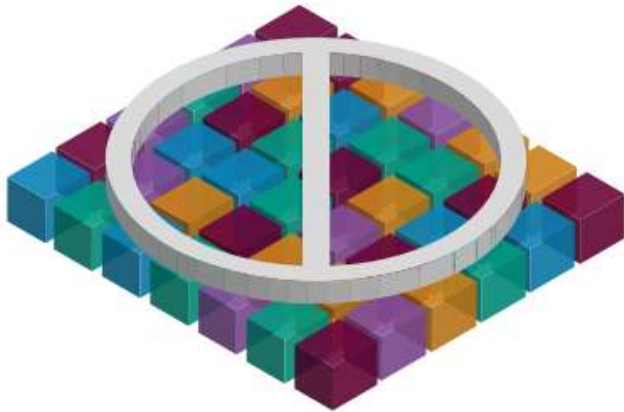
Hyperconverged infrastructures benefit from built-in vm-centric backups, replication and in some cases, DR units. This makes recovery times much faster vs. traditional infrastructure.

No data loss
Improves data protection mechanisms and allows fast automated disaster recovery, with no risk of downtime or data loss.

No data loss

Data corruption is a real danger for traditional IT infrastructures. At the same time, due to human error or interoperability issues, 3rd party backup software can also cause data loss.

Hyperconverged solutions are software-defined. They have built-in data corruption detection and self-healing technologies. At the same time, automatic vm-centric backup and replication technologies are designed into the platform from the start. This makes the hardware and software components work together seamlessly.
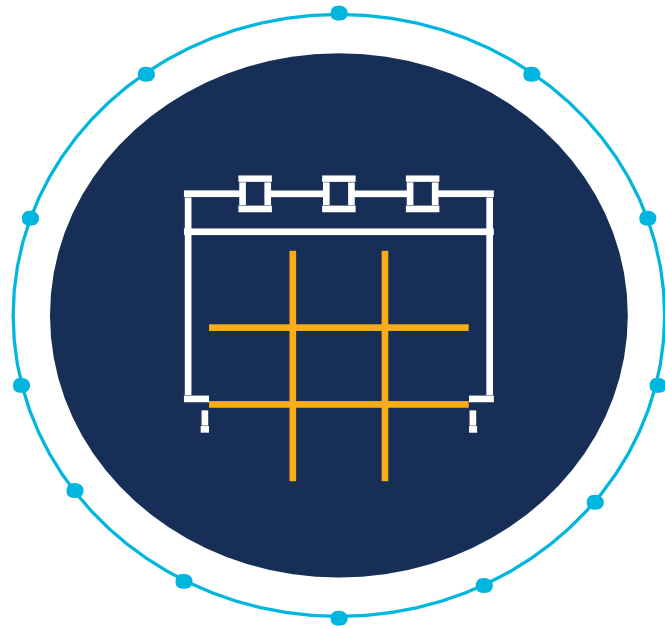
Hyperconvergence infrastructure (HCI) promises to deliver these benefits, leading to rapid adoption of the technology over the past 12 months.
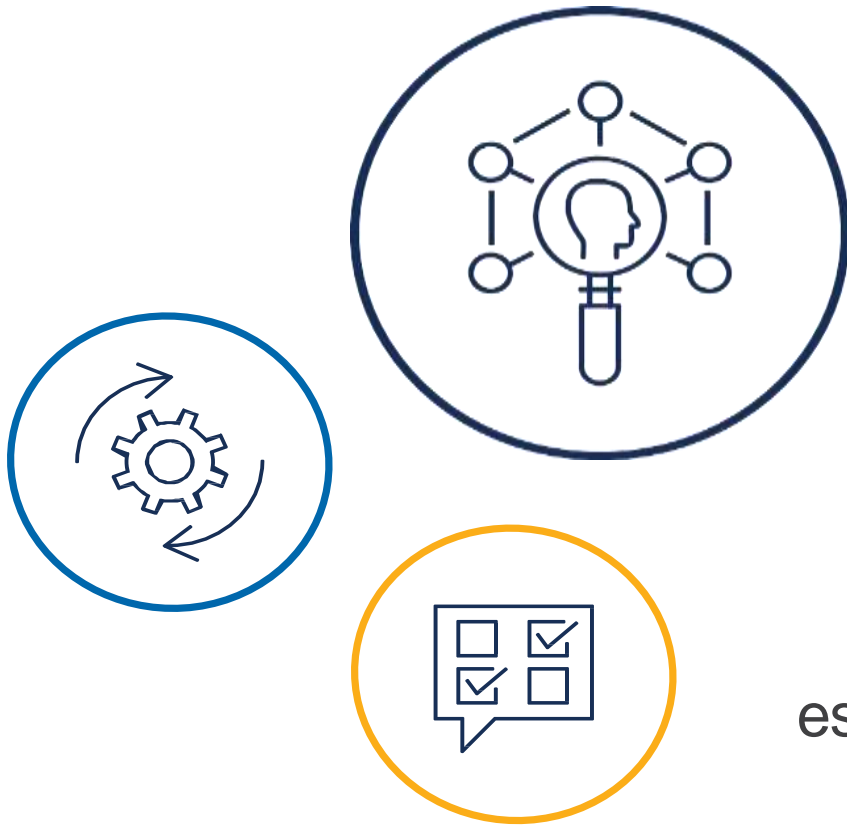
Resellers should see HCI as an opportunity to look beyond their established infrastructure practices and discover a new, profitable source of revenue, particularly as HCI becomes more prevalent in the midmarket.

CUSTOMER ADOPTION

Organisations, too, **are moving beyond niche use cases** – the technology is now enjoying broad use case and workload support, opening new avenues for the channel to explore.

Analysts predict that **HCI will be mainstream within five years**, and channel organisations should take the opportunity to educate their customers about the benefits of the technology now.

HCI is reportedly in use at **40% of large enterprises,** and analysts expect that number to rise substantially over the next two years.
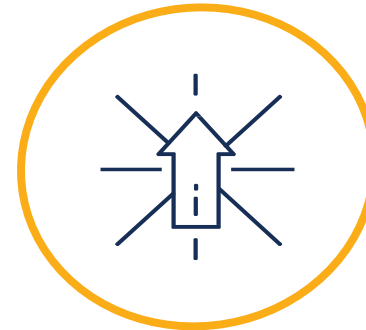
74.4%

of organisations currently using HCI are
using it in their **core or primary data centres.**

35% of enterprises have added **more virtual machine specialists** as a result of adopting converged systems.

EMEA organisations are outpacing the rest of the world in adoption of HCI with [a 70% increase in adoption in the region year-over-year](#).

80%

Hyperconvergence is no longer restricted to the enterprise market, with an **80% year-on-year increase in midmarket adoption.**
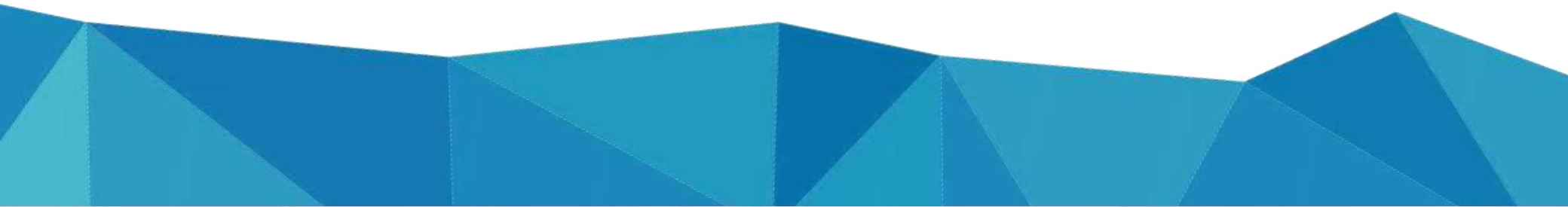
HCI is moving beyond niche use cases to the mainstream. While virtual desktop infrastructure **(VDI) used to be the primary use case** for hyperconvergence, more recently the technology is now enjoying **broad use case** and workload support.

Takeaways

Analysts predict that hyperconverged infrastructure (HCI) will be mainstream in five years, and that organisations need to prepare now for the third wave of integrated systems.

HCI will be the fastest-growing segment of the overall market for integrated systems, reaching almost $5 billion, which is 24 percent of the market, by 2019.

Now is the perfect opportunity for resellers to speak to their customers about hyperconvergence, qualify sales opportunities and capitalise on existing relationships.

Grazie e restiamo in contatto
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