

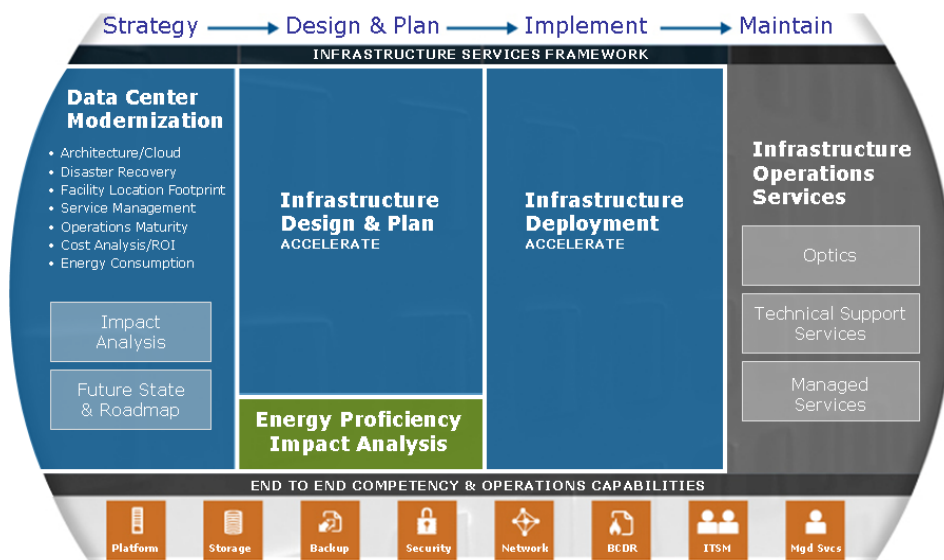
DATA CENTER INFRASTRUCTURE SERVICES

IT leadership is faced with numerous strategic and operational challenges ranging from supporting business growth, improving service levels, and modernizing infrastructure all while reducing cost. IT leaders are asking: how do I prioritize our issues? How do new technology capabilities such as cloud apply to my problem? How do I ensure the direction we are taking is right?

GlassHouse Technologies, Inc. helps CIOs, data center managers and their companies extract the most benefit for every dollar spent on their data center technology and operations. From optimizing existing environments to helping define and implement a long term strategy, GlassHouse has the experience and methods to make you successful.



*In a recent AFCOM survey 62.1% of respondents are already **in the process of consolidating** one or more datacenters, or seriously considering it.*



GlassHouse provides Data Center consulting that takes into account our clients business, technology, operations, and financial objectives, such as:

Is maximum productivity being gained from server, storage and backup technology? Does cloud infrastructure offer an alternative for infrastructure technology and service?

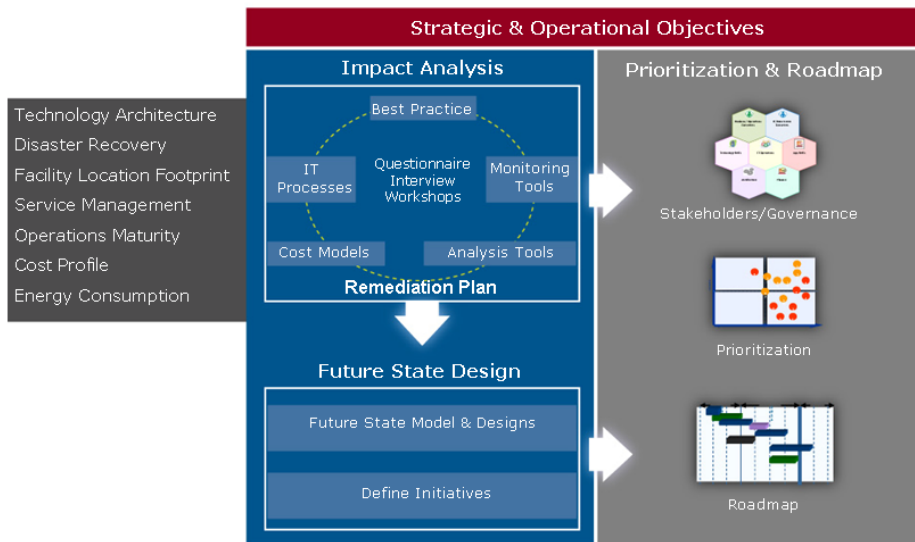
Is current disaster recovery process adequate for our business needs? How can we lengthen the useful life of current facilities? How do we implement a consolidation strategy that supports cost and efficiency while managing risk?

How do internal run rate costs compare to what service providers can offer for equal or better service levels? How much efficiency and savings can be gained through consolidating?

Are processes effective and support needs of IT? Are best practices utilized? Can IT become more proactive to business needs by modifying structure and workflow?

DATA CENTER INFRASTRUCTURE SERVICES

Our three stage approach to transforming your data center infrastructure focuses on both strategic and operational objectives. GlassHouse works with clients to deliver an Impact Analysis and a Future State Design, supported by an Implementation Roadmap.



Impact Analysis

- Create an inventory of infrastructure requirements, existing architecture, capabilities, maturity and cost through workshops, questionnaires, interviews and assessment tools
- Identify tactical and strategic opportunities to improve the existing environment

Future State Design

- Facilitate a collaborative process to define and design the future state
- Evaluate and recommend alternative designs relative to technology, operations, and financial priorities
- Define initiatives to achieve strategic and operations objectives
- Ensure stakeholder involvement in workshops and other collaborative sessions

Prioritization and Roadmap

- Categorize initiatives into short, medium, and long term timeframes
- Create a roadmap that considers priorities, cost/benefit, interdependencies, and organizational constraints
- Define governance model that establishes the stakeholder model and process to implement the roadmap

GlassHouse Data Center Migration Services

In addition to our consulting services, GlassHouse offers Data Center Migration services providing clients the guidance and expertise to successfully complete a data center migration. Through our experience in planning and delivering migration programs, we have developed the skills, frameworks, and supporting tools that accelerate discovery, drive execution efficiency, and mitigate program risks. These benefits are realized by applying our migration methodology, Link, and supporting toolset Reflector.



Client Example – leading provider of payment processing and e-commerce solutions

Challenge

- Lack of global standards and central command center
- 18 data centers with 8 command centers
- Excessive duplication of software, hardware and resources

GlassHouse Solutions – Data Center Modernization

- Developed business case with discrete ROI for consolidating 18 data centers down to 3
- Developed standard infrastructure service levels and a provisioning process

Client Benefits

- Projected cost savings identified of \$363.9M (32%) by 2015 (\$75M per year)
- Environmental footprint reduction by 75%
- Reduced operating costs - staffing, maintenance and software licensing, data center and floor space
- Reduced risk through improved disaster recovery capabilities