

Dave's Top 10

Doing More with Less

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Savage Chickens

by Doug Savage



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Why do More with Less?

- 85% of IT \$ are spent on maintaining the environment
- Manpower levels are going down
- More constraint on operating budgets
- Business changes 10x faster than IT
- Business demands speed to implementation
- Gen Y wants to work less
- Why wouldn't we?

What does it Mean?

- More of what?
 - Applications?
 - Data?
 - Change?
- Less of what?
 - Money?
 - People?
 - Time?

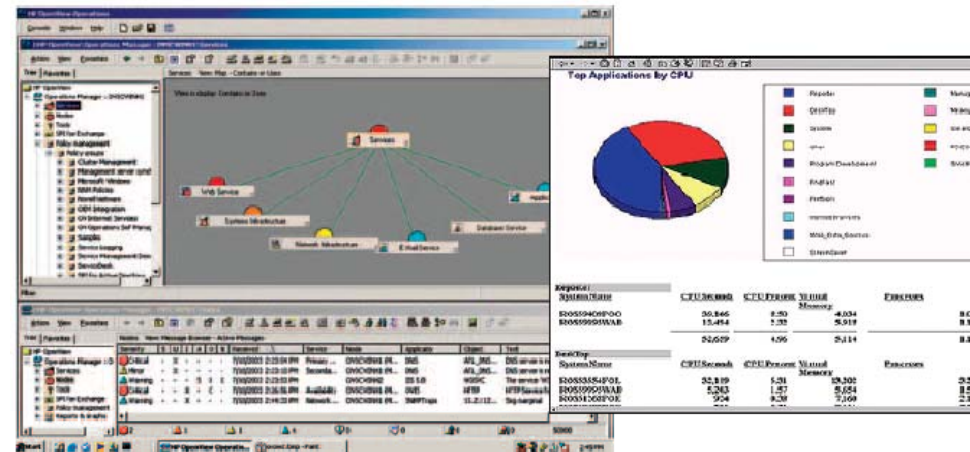
We need to do More ON Less

- By having less people do more we promote
 - A.D.D. (Attention Deficit Hyperactivity Disorder)
 - Nothing actually gets done
 - Errors are made
 - People loose it, quit or worse take stress leave
- More ON Less
 - Invest more in a few initiatives
 - Select initiatives that have high returns for the business
 - When ever possible, keep projects small

#10

Monitor Your Environment

- Substantially increase IT management efficiency, handle more transactions without hiring and automate event response mechanisms
- Keep IT staffing levels stable, despite increasing the size of the network and number of servers
- Budget and plan more effectively using historical data capture
- Decrease downtime and increase the average employee's productivity significantly (79% IDC)
- Increase network availability from 87 percent to almost 100 percent.
- Problem counts reduce by 30% due to proactive identification



#9

All-in-One Printers

- Gartner
 - 60% of copied documents are computer generated
 - Median copy job: 5 page original, 8 copies
 - Documents per function: 52% print, 33% copy, 20% fax, 5% scan
 - Copier disadvantages: 63% jamming, 32% paper waste, 29% space
 - Printer advantages: 54% quality, 41% space, 30% noise, 24% reliable
 - Printer disadvantages: 51% network, 38% glass copy, 20% handling
- Ipsos/Reid
 - Avg user is 64' from copier, 21 trips per week
 - Avg user is 28' from printer, 50 trips per week
 - Users want 40' or closer to shared devices or will seek personal device



#8

WAN Accelerators

- Accelerates Application Delivery to the Branch Office
- Increase delivery performance on average by 5X to 30X
- LAN-Line Application performance over WAN
- Transparent, end-to-end WAN Optimization
- Uses multiple techniques to improve performance
 - Adaptive TCP Flow Control
 - Multi-Level Compression
 - Protocol Acceleration (Windows File Systems)
- More bandwidth doesn't always solve problems
 - Most network related Application Performance is latency

#7

Consolidate Storage

- Storage utilization increase to above 80%
- Administrators can handle 4-10 times more storage
- Deferred storage purchases (buy as you need, 10%/qtr decline in cost)
- No more server fork lift upgrades due to storage limitations
- As high as 300% ROI in as little as 3 Months (KPMG)
- iSCSI now makes it more affordable for smaller organizations
- SAN's are now at an investment level that all business's can manage



#6

Blade Servers

- Less rack space required
- Consolidated power supplies means less power/cooling consumption (IDC: 69% over three years)
- Add a new blade in minutes (no racking, no cabling, no power)
- Reduced number of cables and complexity (network, FC, KVM)
- 90% reduction in installation cost
- Lower acquisition cost by 36% (buying 4 servers...go blades!)



#5

Open Source

- Available right away for download and install
- Make your own changes....source code is free
- Not Free...but no license fees!
 - Decreasing proportional costs as your business grows
 - Not off the shelf software, requires more labour to implement
- Change control mandatory
 - Software changes very fast
 - Upgrading without doing your own QA is tempting, but deadly!
- Returns choice to the buyer which, in turn, helps reduce cost
- More FOR Less

#4

VoIP

- Voice over IP is the standard for voice communications
- Integration with other data devices is unlimited
- Leverages existing LAN and WAN
- Many strategies available to reduce toll charges
- Add/Move/Changes simpler and more cost effective
- Follow-me anywhere on many devices
- Very scalable...no fork lift upgrades
- Generally an open technology (phone choices)
- Watch out for unified communications pitch!
 - Bite off small pieces at a time and add on as you are capable

#3

Labour Optimization

- IT Infrastructure and Systems are getting more complex
- Many different technologies in our environment
- Accept the fact that staff augmentation is required
- Find good generalists...and know when to call in help!
 - Generalists can cover of lots of different technology
 - Get into trouble when they dive to deep into one area
- VARS (like EPIC) often have more resources better trained and experienced than your organizations
 - Give one-time projects to external service providers that have done it before. Save time and implementation disasters!

#2

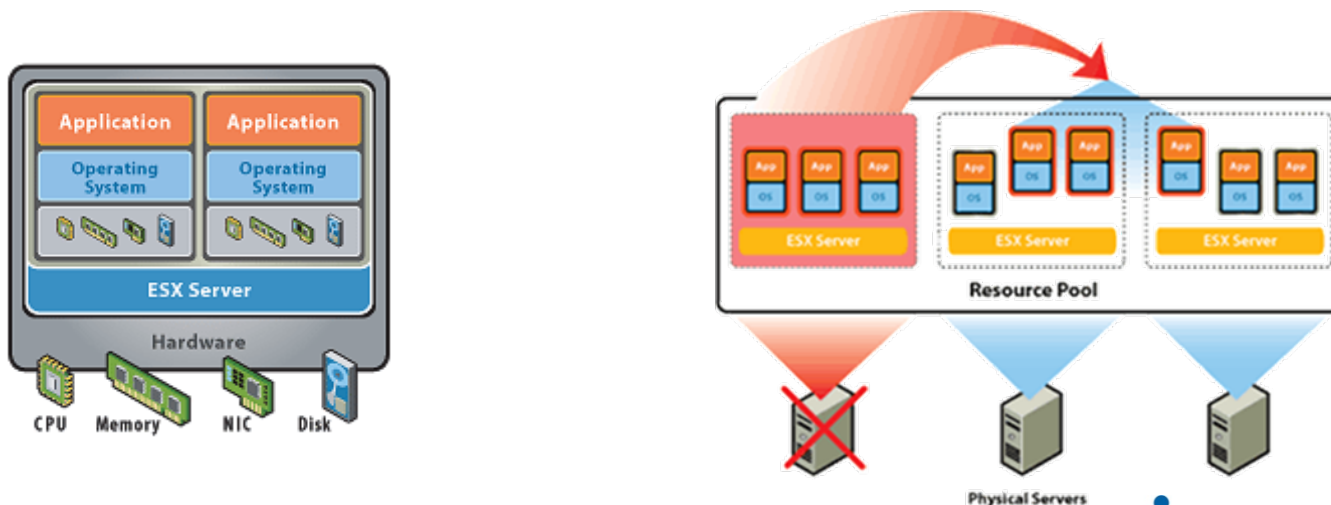
Data Centre Automation

- Automates configuration & change management
- Major pain points in maintaining & improving IT
 - Understanding what resource are available & status
 - Facing the challenge of change (cost & labour intensive)
 - Reducing cost and labour
 - Following processes
- DCA automatically deploy, provision, change & configure
- Encompasses servers, storage, network, virtual servers
- Incorporates and enforces standard procedures
- Allows lesser skilled (and cost) labour to do higher work

#1

Virtualize Your Servers

- Reduce hardware and operating costs by as much as 50%
- Reduce hardware requirements by a 10:1 ratio or better
- Increase utilization of existing hardware from 10-15% up to 80%
- Save more than \$3,000 per year for every server workload virtualized
- Reduce the time it takes to provision new servers by 50-70%



TOP 10 Ways To do More ON Less

10. Monitor your Environment
9. All-in-One Printers
8. WAN Accelerators/Optimizers
7. Storage Consolidation
6. Blade Servers
5. Open Source Applications
4. VoIP
3. Labour Optimization
2. Data Centre Automation
1. Virtualize Your Servers

Have a Great Day!

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