

The UK CIO view of virtualisation



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The UK CIO today



- z Looking to cut capex
- z Hard-pushed for staff
- z Trying to get closer to business lines for projects and goals e.g. green targets
- z Needing to show a better bang for buck
- z Getting in shape for the bounce-back

How UK CIOs are responding



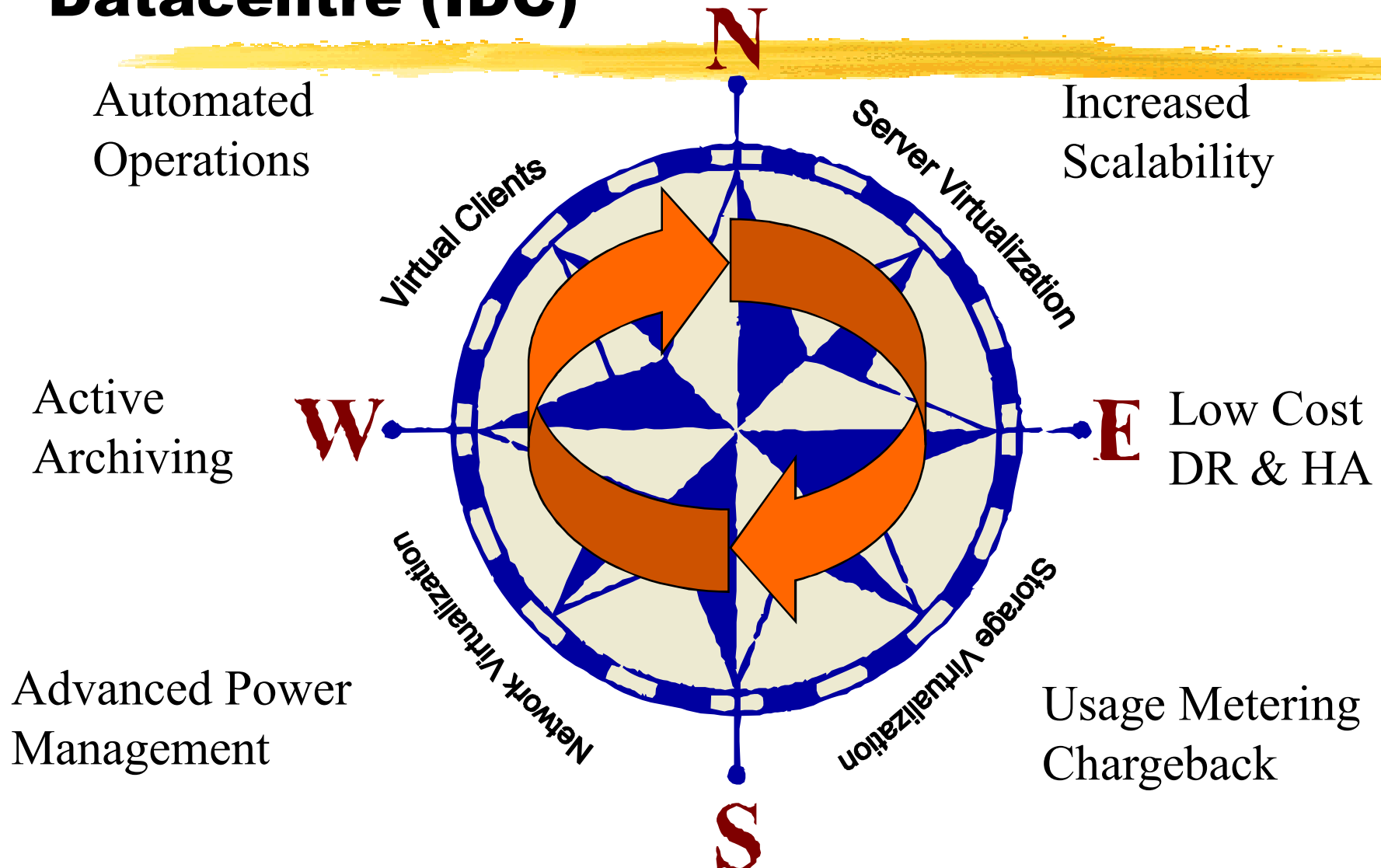
- z Working on flat budgets
- z Passing on unnecessary upgrades
- z Favouring service-based sells
- z Highlighting distance and remote communications e.g. home-working, deskless office models, unified communications and telepresence

How UK CIOs are responding (2)



- z Reducing vendor relationships
- z Measuring anything that moves
- z Sharing risk with business managers
- z Negotiating and renegotiating
- z Seeking lower-cost alternatives
- z Consolidating datacentres and hardware and buying into virtualisation

Going Full Circle in the Virtual Datacentre (IDC)



Why bother to virtualise?



- z Buy fewer boxes, get more out of them
- z Achieve greater utilisation
- z Lower facilities management cost
- z Lower electricity bills
- z Green/CSR boxes ticked
- z Improved automation and admin

Why bother to virtualise (2)



- z Low-cost disaster recovery
- z Flexibility to spin up/down new projects
- z Usage metering and charging back
- z Stream programs to end-users
- z Run multiple operating environments
- z Gain more from network and storage investments

How firms are virtualising servers across Europe (IDC)



- z 50% for production workloads
- z 70% driven by test/dev
- z 25% HA/DR
- z Average of six VMs per server but 30% at 10+
- z 40% plan to use multiple hypervisors

UK attitudes to virtualisation (IDC)



49%: Some apps are not suited

24.5%: Not useful

8%: Not comfortable with maturity levels

17%: It will be standard for all new apps

Server virtualisation installed base today



- z UK: 8%
- z Germany: 13%
- z France: 12%
- z Nordics: 16%

New servers virtualised in past 12 months



- z UK: 21%
- z France: 20%
- z Germany: 61%
- z Nordics: 43%

Server purchases to be virtualised in next 12 months



- z UK: 41%
- z France: 48%
- z Germany: 50%
- z Nordics: 69%
- z Plans seem unaffected by economy (with caveats)

Expert thoughts on planning for virtualisation



- z Plot necessary availability needs
- z Plot scalability needs three years ahead
- z Think about manageability controls
- z Upgrade admin skills
- z Demand openness of vendors
- z Beware of dead VMs
- z Treat it as an architectural decision

Common CIO thoughts on virtualisation



- z 'We'll do server virtualisation first'
- z 'We'll do it even in a recession because ROI is rapid'
- z 'We're unsure about vendors'
- z 'We'll use it to drive business process alignment'

The storage mountain



- z Just in: 487 billion gigabytes held today
- z Total data doubling every 18 months
- z Drivers include AV, social networks, surveillance, corporate governance, distribution, mobility, device proliferation, mapping, scientific, medical, visualisation, consumerisation (you name it)

Good news and bad news



- z Good: Storage pros will be in demand
- z Bad: Challenges more complex than ever
- z Good: Storage pros will work with risk, discovery, legal, privacy and other experts
- z Bad: Storage pros work with consultants
- z Good: The role will be in the spotlight
- z Bad: More red tape is coming

Climbing the mountain



- z Tiering
- z Deduplication
- z Tagging, metadata, timestamping, versioning
- z Enterprise content management/E-discovery
- z Outsourcing/datacentre hosting/SSPs
- z Cloud-based storage
- z Reviewing storage economics
- z One in four planning storage virtualisation

Perceived advantages of storage virtualisation



- z 'I can do the same as with VMware'
- z Pooled storage/single system to manage
- z Fixed capacity for applications
- z Support for ILM-like strategies
- z Improved utilisation
- z Reduced admin, simpler data migration
- z Disaster recovery/failover
- z Impressing the FD through reporting

Perceived issues



- z Danger of IBM-style lock-in
- z Storage lags server/desktop virtualisation
- z Lack of standards for cross-vendor interoperability and management tools
- z Complexity/skills investment needed
- z Performance penalties

Perceived issues (2)



- z Capex investment needed
- z Risk of voiding software licences
- z Corporate governance
- z Isn't this just RAID or SAN?
- z Software licensing could be tricky
- z Only for big IT shops
- z Supplier/user M&A or other change

Most common thought on virtualisation



- z 'THE best investment of the last several years in IT. I have reduced hardware spend, gained better control, cut headcount and I have even got greenie points'

Get in touch



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