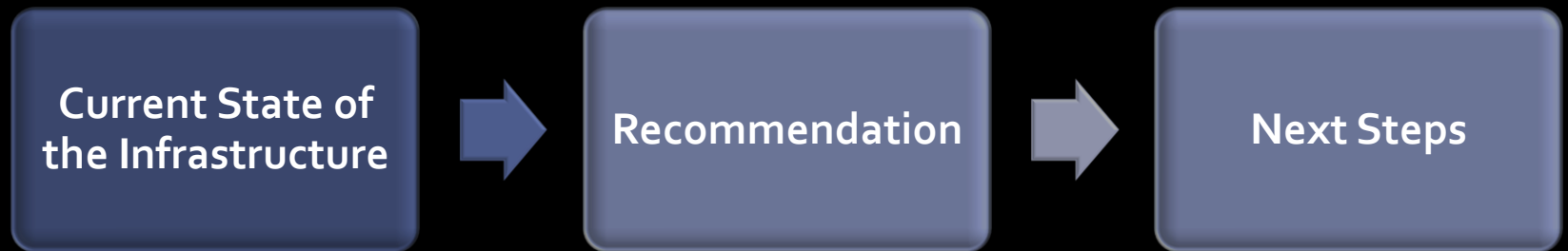


Ideas for Today and Tomorrow

STRATEGIC INFRASTRUCTURE RECOMMENDATION FOR XXb

XXa = Parent Company Business Unit a XXb = Company XX Business Unit b
OPS = Global Support Team NWT = XXb's Network Facing Support Team

Goals and Objectives at Hand



Color Legend: Items in Green Are Positive Points and Items in Red Could be Risks, Concerns, Areas of Opportunity

CONCERNS, AREAS OF OPPORTUNITY

Vision Statement, Approach and Methodology for XXb Infrastructure

A Consolidated, Standardized, Centralized, Shared Computing Environment which Promotes the Efficient Use of Computing Resources, Effective and Efficient Application Lifecycle Processes and Ease of Maintenance while Understanding the Fiscal Responsibilities of XXb



Approach and Methodology

Full Understanding of Requirements and Environments

Matching Requirements to Correct and Desired Processes

Utilizing Identified Processes to Fully Optimize the Management of Infrastructure

Application of Services Framework Methodology at Targeted Areas of Requirements

Engaging Proper Capacity Planning Practices Required to Enhance, Promote Maintain and Report off of the Targeted Environments



CURRENT INFRASTRUCTURE STATUS

Today's Situation – Make Up

XXb Infrastructure Counts

12k
Servers
Total

2.5
Petabytes
of SAN

OPS
Supported

IT

NWT

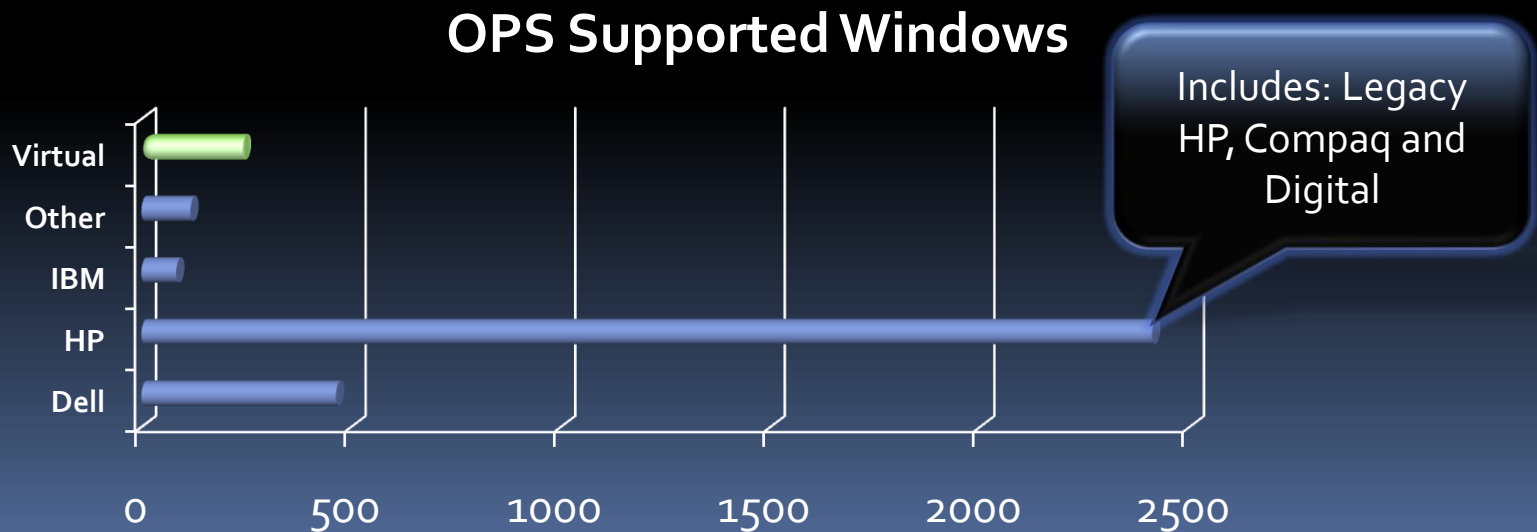
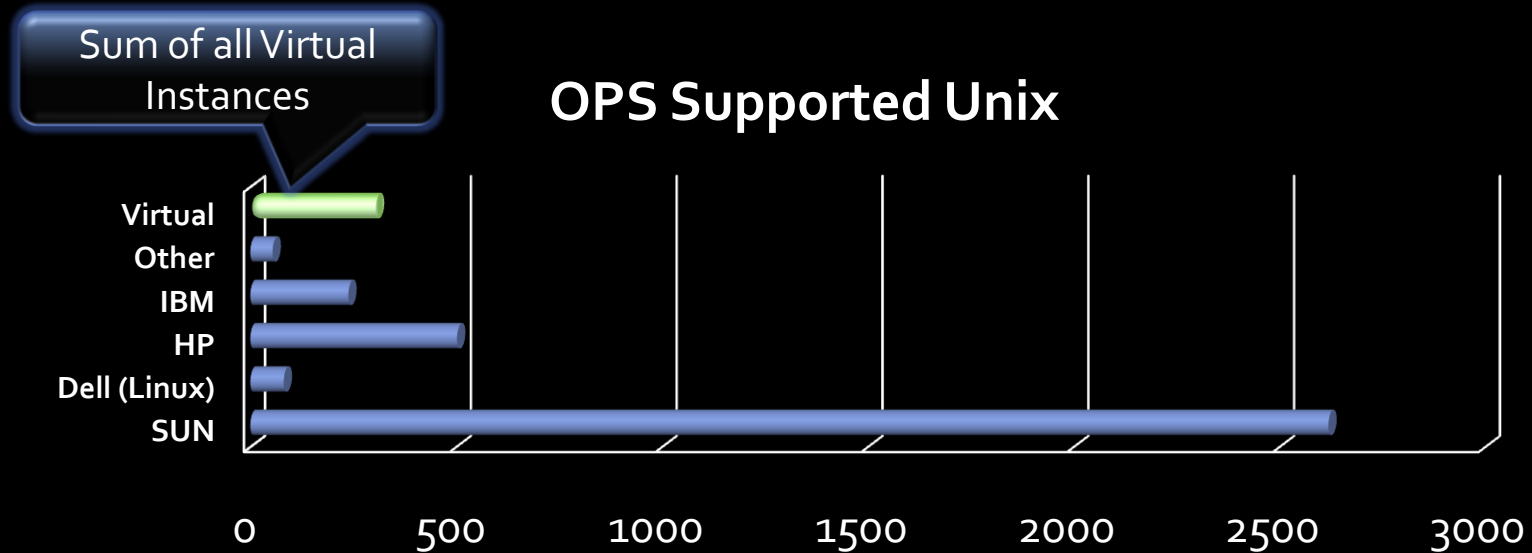
XXb
Supported

Call Processing
(NWT) + IT

Other Groups

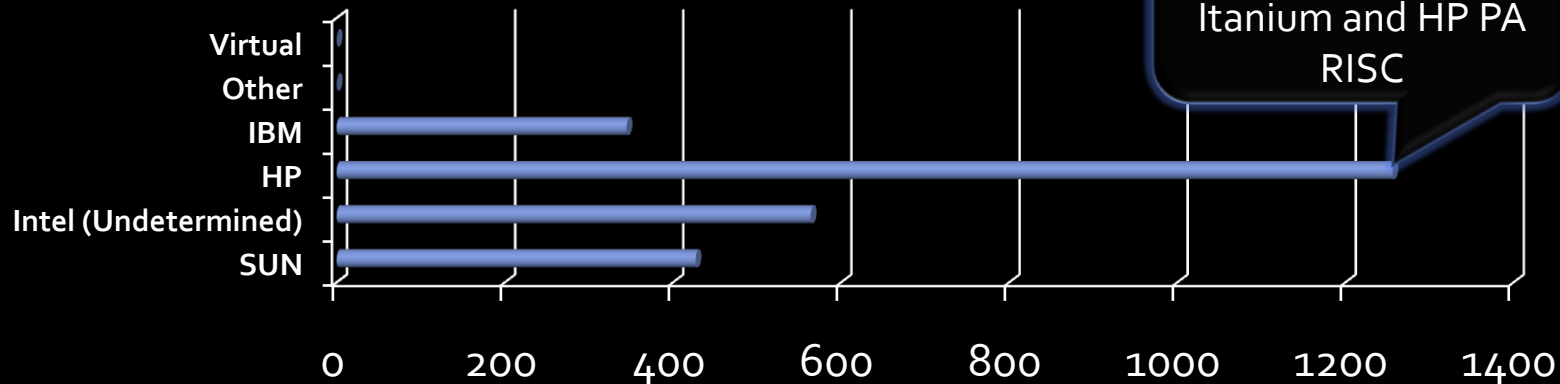
XXb Supported
Systems Do Not
Adhere to
ARCH/OPS
Standards or
Processes Today

Today's Situation - Counts

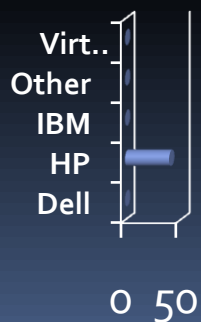


Today's Situation - Counts

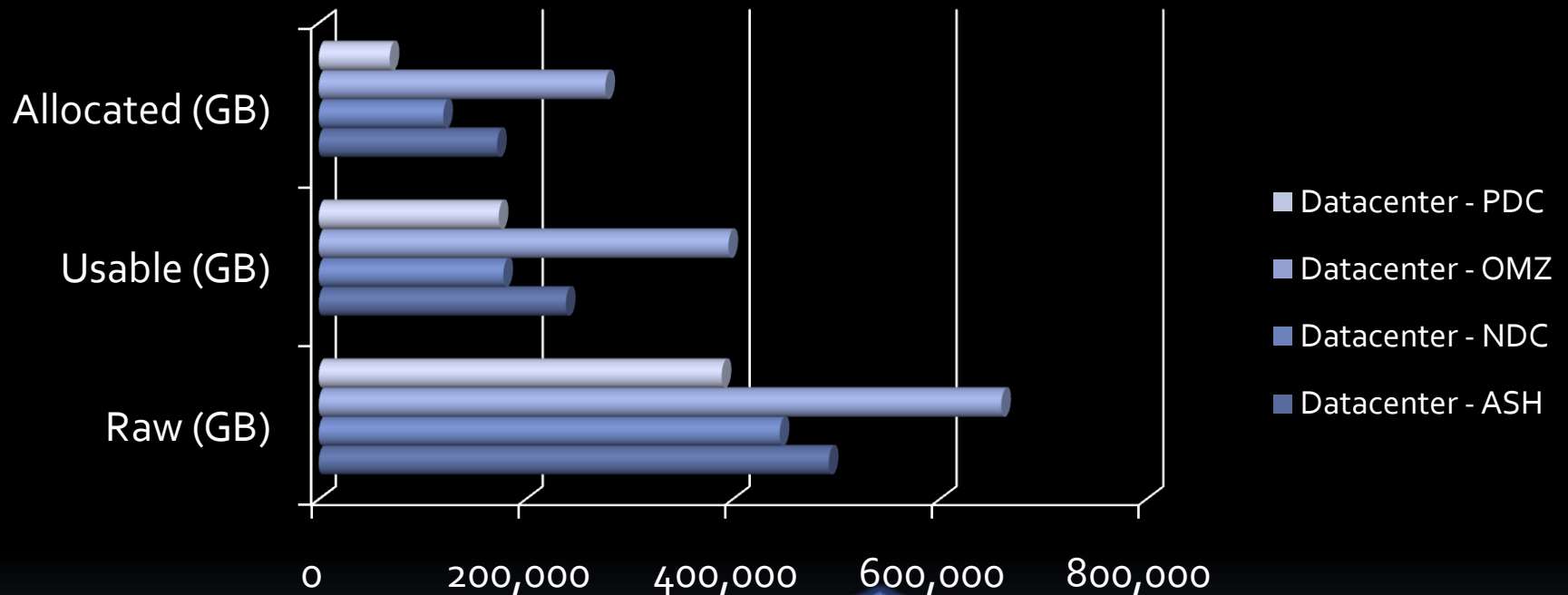
XXb Supported Unix



XXb Supported Windows



XXb Enterprise SAN Utilization



All XXb Application On Tier-2 Storage or Lower.
No Tier-1 Storage Has Been Required by
Applications in Past 3 Years

Applications in Past 3 Years

Unix Server Breakdown by DC*

* OPS Supported Breakdown Only

	DC1	DC2	DC3	DC4	DC5	DC6	DC7	DC8	DC9	Non DC	DC10	Total OPS Managed	Total XXb Managed
SUN	130	177	250	167	312	718	19	69	329	578	67	2686	427
Dell	3	18	19	0	16	16	0	0	7	5	0	81	564
HP	102	69	156	7	44	33	10	2	55	126	6	508	1256
IBM	42	42	24	16	40	65	1	10	8	32	40	278	345
Other	5	0	1	1	1	6	0	0	6	39	0	54	0
Virtual	1	161	34	0	50	17	0	36	3	4	26	331	0
Total	282	306	450	191	413	838	30	81	405	780	113	3607	2592

Windows Server Breakdown by DC*

* OPS Supported Breakdown

	DC1	DC2	DC3	DC4	DC5	DC6	DC7	DC8	DC9	Non DC	DC10	Total OPS Managed	Total XXb Managed
Dell	130	18	11	0	9	180	16	9	11	194	16	464	0
HP	3	512	295	88	154	528	41	27	92	619	55	2411	40
IBM	102	0	4	0	3	5	0	2	42	24	3	83	0
Other	42	0	2	0	2	0	0	8	0	31	74	117	0
Virtual	5	73	60	0	24	82	3	0	0	0	0	242	0
Total	277	530	312	88	168	713	57	46	145	868	148	3075	40

Storage Utilization Breakdown

Location	Raw (GB)	Usable (GB)	Allocated (GB)	Total Ports	Active Ports	% Ports Active	Total Hosts
Datacenter - ASH	493,139	238,976	172,501	924	395	43	75
Datacenter - NDC	445,691	178,533	120,440	700	291	42	37
Datacenter - OMZ	659,893	396,134	277,129	1,164	639	55	147
Datacenter - PDC	389,570	174,100	68,592	524	247	47	17
Totals :	2,025,050	1,010,747	657,626	3,312	1,572	47	276

Data provided by UISreporting, Unknown if
OPS Will Maintain Reporting Portal for XXb

Today's Situation – Functional Farm

Quantifying Use of Shared Services
SQL/Oracle/Web Services vs. Stand Alone
Instances (75%-90%)

XXb MS
SQL
Farms

Most MS SQL
Needs Satisfied
by XXb Shared
Environments

Capacity
Managed by XXb
DBA Team

XXb Web
Services
Farms

Most Citrix and
Right Fax
Satisfied by
Shared
Environments

Most of XXb Web
Hosting (non
Digex) on Shared
Environments

Capacity
Managed by OPS

XXb
Oracle
Farms

High Performance
Midrange Shared
Environments

Intel Scalable and
High Availability
Systems

Capacity
Managed by XXb
DBA Team

**No Single Centralized Entity Manages Overall CPU and Storage
Capacity, Trending or Long Term Financial Requirements**

Today's Situation – Farms

**MS
SQL**

35 Servers

- HP Intel Blades
- HP Intel Racks
- Dell Intel Racks

673 Databases

Windows 2003

Oracle

69 Servers

- HP Integrity
- Dell Intel Racks

146 Databases

**Capacity for
Another 100
Databases**

**HP UX 11i and
Red Hat Linux**

Web

360 Servers

- HP Intel Rack
- Hp Intel blade
- Dell Intel Rack

**400+
Departments**

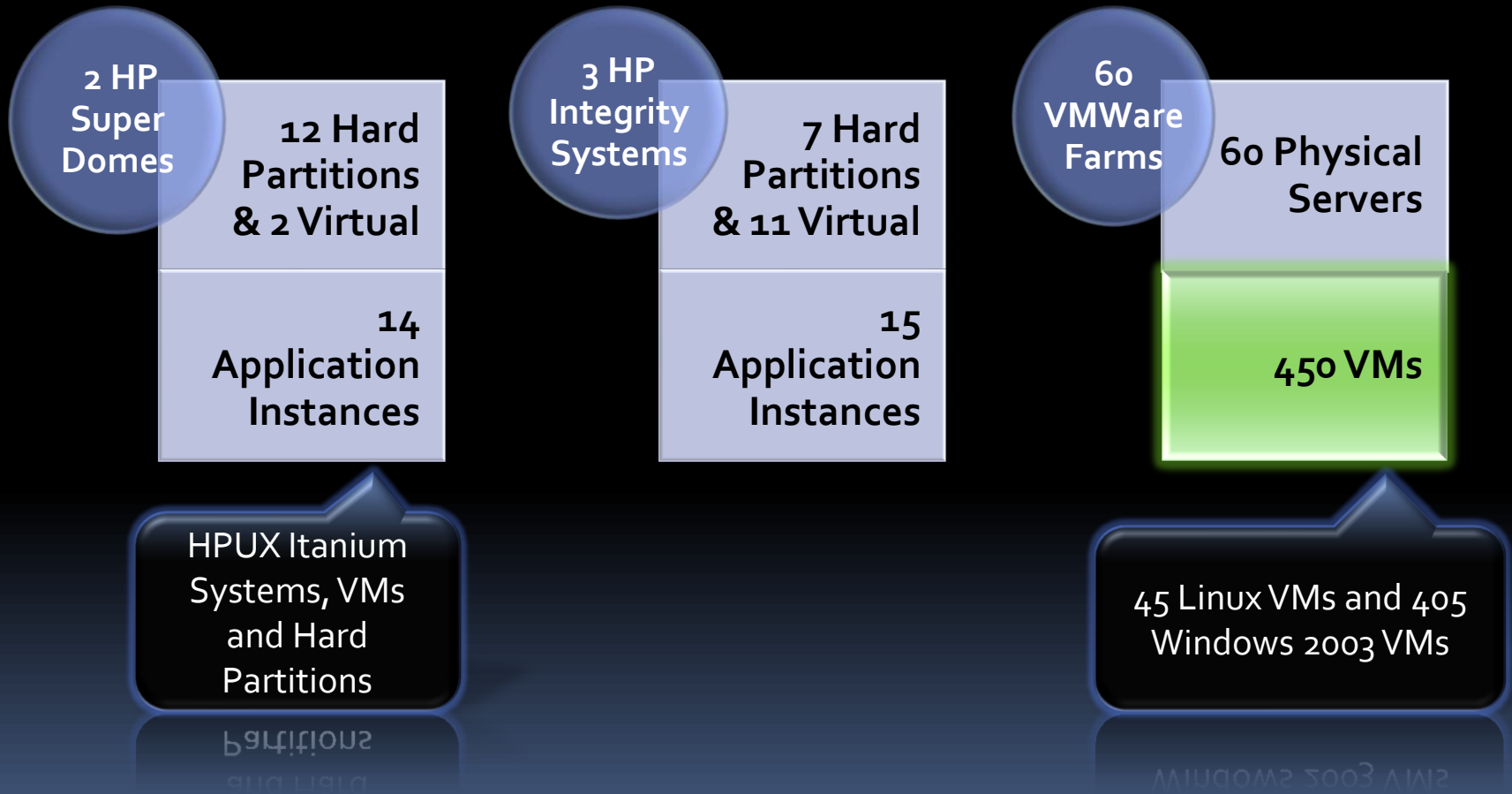
**4000+
Websites and
SharePoints**

**2600+
RightFax
Users**

**3000+ Citrix
Users**

Windows 2003

Today's Situation – Shared Services



Today's Situation Shared Services Counts

Virtualization
at XXb Today

Intel
Virtualization
@ 8%

Unix
Virtualization
@ 9%

We Want Higher Virtualization
%, Unsure on Unix Numbers

XXb
Virtualization
Goals

Intel 20 Virtual
Instances to 1
Physical Server

Unix 6 Virtual
Instances to 1
Physical Server

XXb Shared
Services

457 Servers

7% of Server
Environment

Substantial Contribution
Considering Impact of Shared
Services on Slide 13

Today's Situation – XXb Inventory

Inventory Control

ASST Mgmt for XXb Utilizing Feeds from AI, Manual Methods and Interface with Application Information

ProdA for OPS with No Current Interface with Detailed Application Information and Feeds from Tivoli (Unix) and SMS (Intel)

ProdB Used for COD Prior to Proda. Mainly Utilized by ARCH Organization to Track New Inventory

No Feeds Between Prodc and Proda and Working on Manual Feeds from ASST Mgmt to Proda

Working on ASST Mgmt and Prodc Feeds

3 Inventory Tools, Various Manual Feeds and Interfaces

Today's Situation – XXb Monitoring

Monitoring

**XXb
Monitoring
Practices
Merging to a
Single XXa
Standard and
Dashboard**

**Event
Monitoring
Only**

**Today's
Standard is
BMC for XXb
and XXa,
Looking at
Other Options
for Open
Systems**

**Mainframe
Choice is SPOC
(in house) and
CA's OPSMVS.**

**Requirements
are Driving by
XXa Only**

Today's Situation – XXb Capacity Planning

Capacity Planning/Global Dashboard

No Enterprise
Capacity
Planning @
XXb

Ad-Hoc
Performance
Monitoring Split
Between
Midrange and
Intel










No Global
Dashboard
Today, No
Current Plans

XXb's Previous
Global
Dashboard
Capacity
Planning on
Permanent
Hold Status Due
to not Matching
XXa Standards

Shared Services
Capacity
Planning Left to
Various
Organizations
Across Business
Units

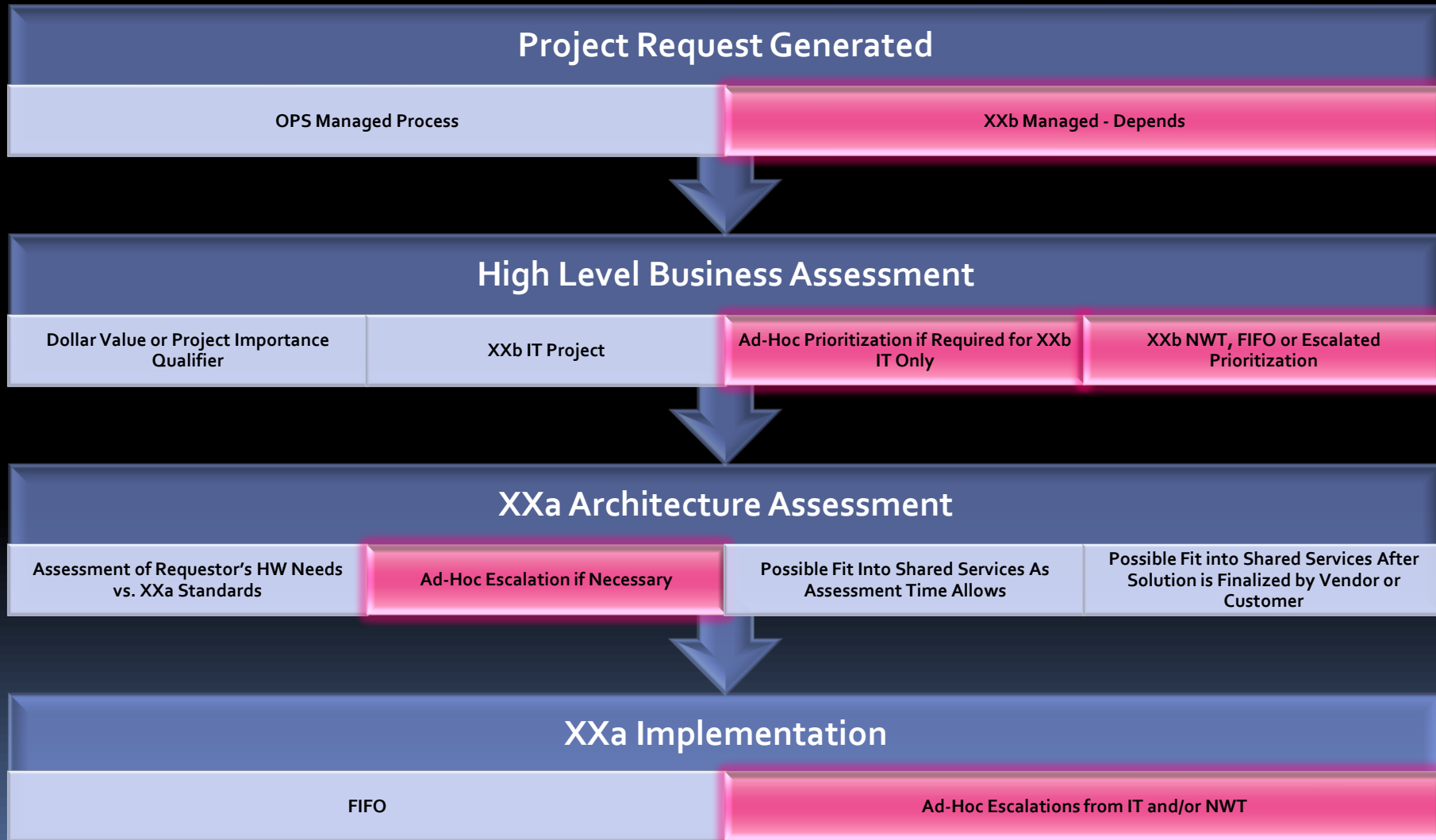
Requirements
are Driving by
XXa Only

XXb Global Capacity Planning Scope and Reporting

	Performance Analysis	Trending & Reporting	Overall Dashboard
By Segment			
By VP			
By OS			
By Functionality			
By Data Center			
By Vendor			
By Application			
Ad-Hoc Request			

No Current Effort to Bring Capacity Planning to XXb Infrastructure. Previous XXb Project to Bring True Capacity Planning Has Been Halted by XXa @ a Cost to XXb of \$2m and 1 Year of Development and Planning (4FTE Over 1 Year's Time)

Current XXb Infrastructure Request Process



Summary of Current State

- XXb Infrastructure
 - Matured Farmed Subset of Shared Services
 - Small Application Virtualization Footprint
 - No Centralized Entity Overseeing Current Shared Services
- Processes
 - Gap Between XXb Needs and Current XXa Approach
 - Lack of Global Infrastructure Request Processes
 - XXb NWT Being Isolated
- Metrics
 - Only Ad-Hoc Performance Request Available
 - No Plans from XXa for XXb Capacity Planning
 - Lack of Feedback From XXb For Monitoring or Capacity Planning
 - Various Non Interconnected Inventory Directions



Process

RECOMMENDATIONS

Available Options

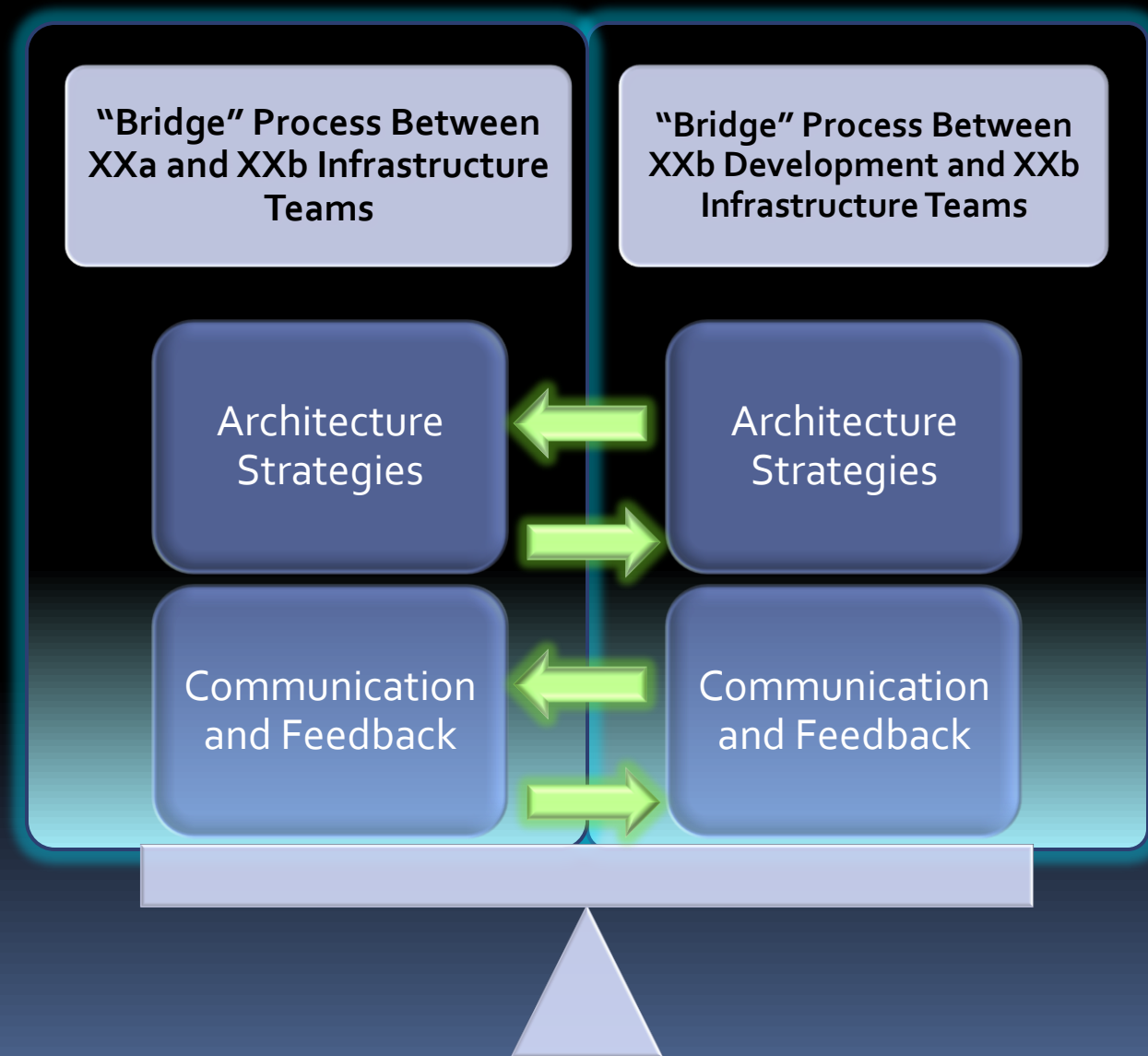
Adhere to Direction, Processes and Standards from XXa

- Benefits
 - ARCH/OPS would benefit from one set of standards
 - Easier XXa Process Integration for ARCH/OPS
- Risks
 - XXa direction, processes and standards not flexible due to nature of XXb
 - Cost associated with blanket standards
 - Global mandates from XXa based on downtime risk not criticality of application

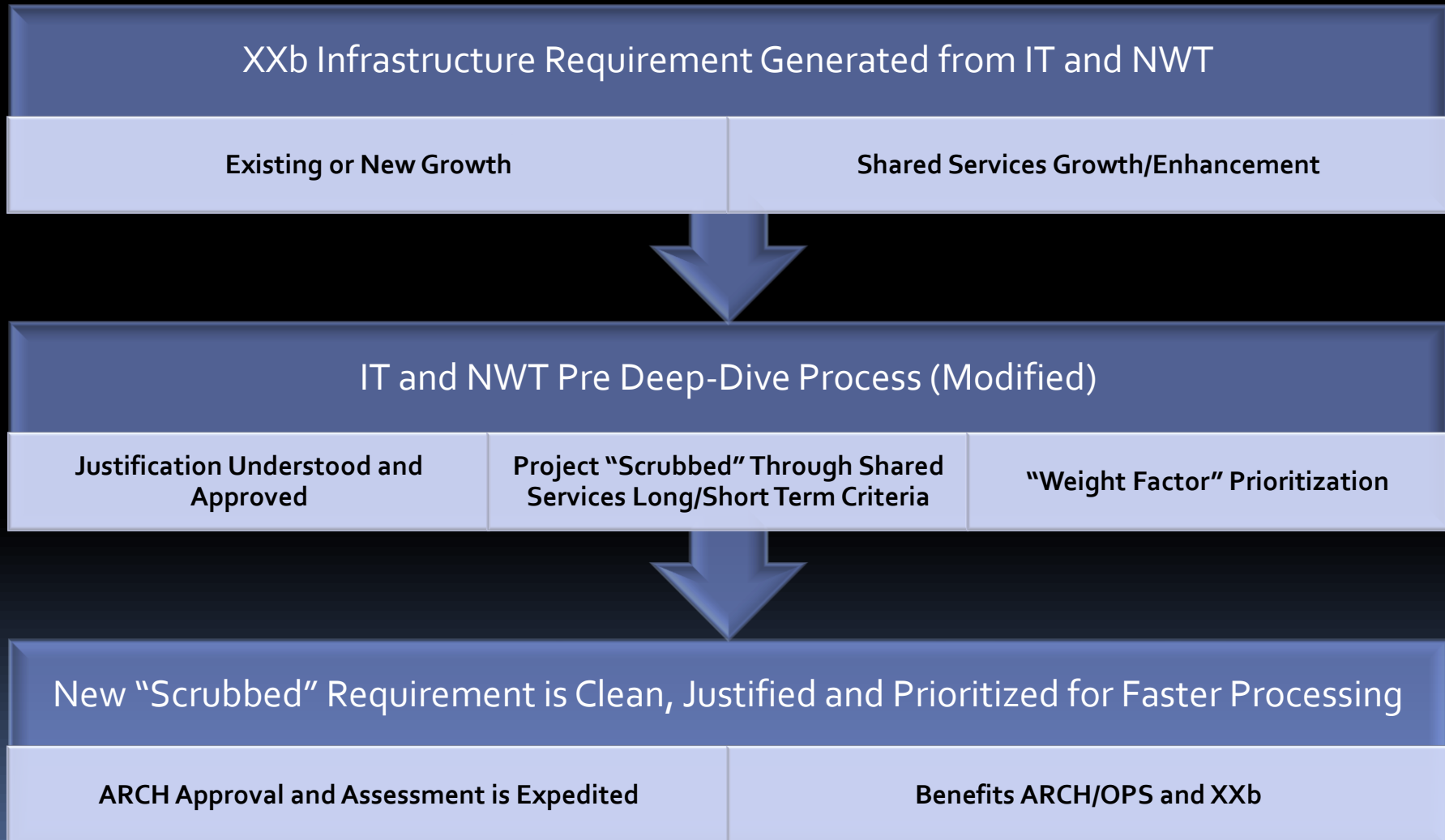
Provide and Manage Detailed Requirements from XXb

- Benefits
 - More flexible and dynamic standards benefits XXb environment
 - Lower cost
 - Faster project implementation
- Risks
 - More resource intensive for XXb to manage
 - Create initial work for ARCH and OPS

Process Recommendations



“Bridge” Process XXa and XXb



Responsibilities Detail on “Bridge” Process Between XXa and XXb

Responsibilities of “Bridge” Process (Owners{requirements or project})

Capacity Planning

- Trending
- Capacity Planning
- Reporting
- Inventory

Strategy

- Interface with ARCH and OPS for future and current strategies
- Recommendation based on XXb footprint and feedback
- Major Project Level Assessment

Financial

- Responsible for Silo and Shared Services Maintenance and Budget
- Chargeback Schema for Shared Services

Vendor (Expectation) Management

- XXa (ARCH/OPS)
- HW/SW Vendors

“Bridge” Process XXb and Dev

Communication Path to Dev Segments

Technology and Strategy
Communication

Review of Each Segment
Requirement and Direction

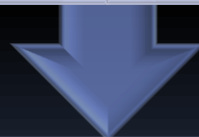
Standard/Direction Feedback
Mechanism



Creation of Global Infrastructure Request Encompassing XXb IT as well as XXb NWT

Single Path for All Requests
(Path to Assessments or Exemptions)

Single Source of Infrastructure Requirement
Reporting



Architecture Assessment and Pre-Scrub

Application of Shared Services to Requirements
for Infrastructure

Requirements Gathering for Large Projects

Responsibilities Detail on “Bridge” Process Between XXb and Dev (IT, NWT)

Responsibilities of “Bridge” Process (Owners)

Communication

- Identification of Dev POCs From Each Segment
- Share in Current and Future Roadmaps (HW and SW)

Strategy

- Understand IT, NWT Directions and Impact to HW/SW Infrastructure
- Recommendation based on XXb footprint and feedback

Financial

- Secure Funding for Shared Environments or Large Scale Projects from Departments
- Chargeback Schema for Shared Services

Process

- Process of Engagement Creation
- Feedback Mechanism Between IT/NWT and XXa

Summary of Process Recommendations

■ Mgmt

- Need XXb representation to match ARCH/OPS area of ownership to help drive XXb Global Requirements
- Need to bring NWT into mainstream decisions and strategies as they apply to various NWT Environments

■ Processes

- Change Management for strategic direction required
- CM needed between XXa and XXb
- CM needed between XXb and NWT
- Shared Services Needs to be a focal point of new processes



Technology OS and Strategic Approach



RECOMMENDATION

Details on Long, Short, Mixed Strategies

Long Term Strategic Approach

- Benefits
 - Risk Areas Fully Explored and Resolved
 - Long Term Changes to Dev Approach and Choices in Vendor, COTS, etc...
 - Less Dependence on HW Vendor if Linux is Chosen as Long Term Strategic OS Choice
- Risks
 - Short Term Savings Loss
 - Cost Associated with Large Scale Changes
 - Possible Future Limitations on Vendor, COTS

Short Term Strategic Approach

- Benefits
 - Quick Consolidation Savings and Cost Avoidance
 - Immediate Introduction to More Virtualization Practices
 - Wider Areas of Opportunities
- Risks
 - Short Term Savings vs. Long Term Savings and Direction
 - Risk Areas Not Fully Identified and Resolved
 - Propagation of Different Virtualization Techniques and Vendors

Mixed Strategic Approach

- Benefits
 - Short Term Cost Savings and Avoidance
 - Wider Areas of Opportunities
 - Long Term Plan for Limited OS Roadmap
- Risks
 - Risk Areas Not Fully Identified and Resolved
 - Short Term Propagation of Different Virtualization Approach
 - Possible Long Term Limitation on COTS

OS Migration Targets

Application Dependence Direction

	Short Term	Long Term		
OS	Choice	1st Choice	2nd Choice	3rd Choice
HP UX	HPUX	Solaris	Linux	AIX
Tru64	Tru64	Linux	Solaris	AIX
OpenVMS	OpenVMS	Solaris	Linux	AIX
AIX	AIX	Linux		
Solaris	Solaris	Solaris		
Windows	Windows	Windows		
Linux	Linux	Linux		

SW Functionality Dependence Direction

	Short Term		Long Term	
SW Function	1 st Choice	2 nd Choice	1 st Choice	2 nd Choice
Oracle	Linux	HPUX	Linux	AIX
SQL	Windows		Windows	
Ils	Windows		Windows	
DB2	Linux	AIX	Linux	AIX
Websphere	Linux	AIX	Linux	AIX
JBoss	Linux		Linux	
Weblogic	Linux	AIX	Linux	AIX
Apache	Linux	Solaris	Linux	Solaris

HW Type Targets (Long Term)

Application Classification				
HW Functionality	Bronze or Silver	Gold or Platinum	Cluster Viable	Alternative
Windows Not VM Supported	Intel/AMD	Intel/AMD		
Windows	VM	VM		
Linux Stand Alone	Intel/AMD	Decision →	Yes No	Intel/AMD P Series / P Series Farm
Linux	VM	Decision →	Yes No	Intel/AMD Farm P Series Farm
AIX Stand Alone	P Series	P Series		
AIX	P Series Farm	P Series Farm		
Solaris Stand Alone	SPARC	SPARC		
Solaris	Containers, Domains	Containers, Domains		

This Approach Leaves XXb in a Long Term Strategic HW Roadmap Comprised of SPARC, Intel/AMD and P Series

Intel/AMD and P Series

Vendor Choice Between HP, IBM, SUN, Dell, Fujitsu

Linux

Mixed Strategic Approach

Mixed Strategy Approach

- Leverage Short Term Savings and Cost Avoidance
- Introduction to Long Term Development Changes in Application Choice and Methodology
- Allows Maturity of Other Technologies
- Benefits Security and Network for Long Term Changes in Today's Network Security Guidelines



XXb Global Capacity Planning Scope and Reporting Required

	Performance Analysis	Trending & Reporting	Overall Dashboard
By Segment	✓	✓	✓
By VP	✓	✓	✓
By OS	✓	✓	✓
By Functionality	✓	✓	✓
By Data Center	✓	✓	✓
By Vendor	✓	✓	✓
By Application	✓	✓	✓
Ad-Hoc Request	✓	✓	✓

Present Requirements for Global Capacity Planning and Reporting to XXa and Evaluate LOE and Cost provided by XXa vs. Cost and LOE Spent on Previous XXb Capacity Planning Project Currently On HOLD Status

Summary of OS and Functionality Roadmaps

- Mixed Strategic Initiative
 - XXb needs a flexible short and long term strategy
 - Strategy needs to be assessed against long and short term savings and technological direction
- Choices OS/Functionality/CP
 - Choice of long term OS between Linux/AIX and Solaris
 - Short term choice should be open to all major vendors
 - Both short and long term strategies need to be founded on a solid capacity planning foundation
 - Requirements need to be communicated to XXa and assessment on previous projects needs to be evaluated against LOE to be provided by XXa once requirements are communicated




Shared Services (Virtualization & Farming) Concepts and Overall Fabric



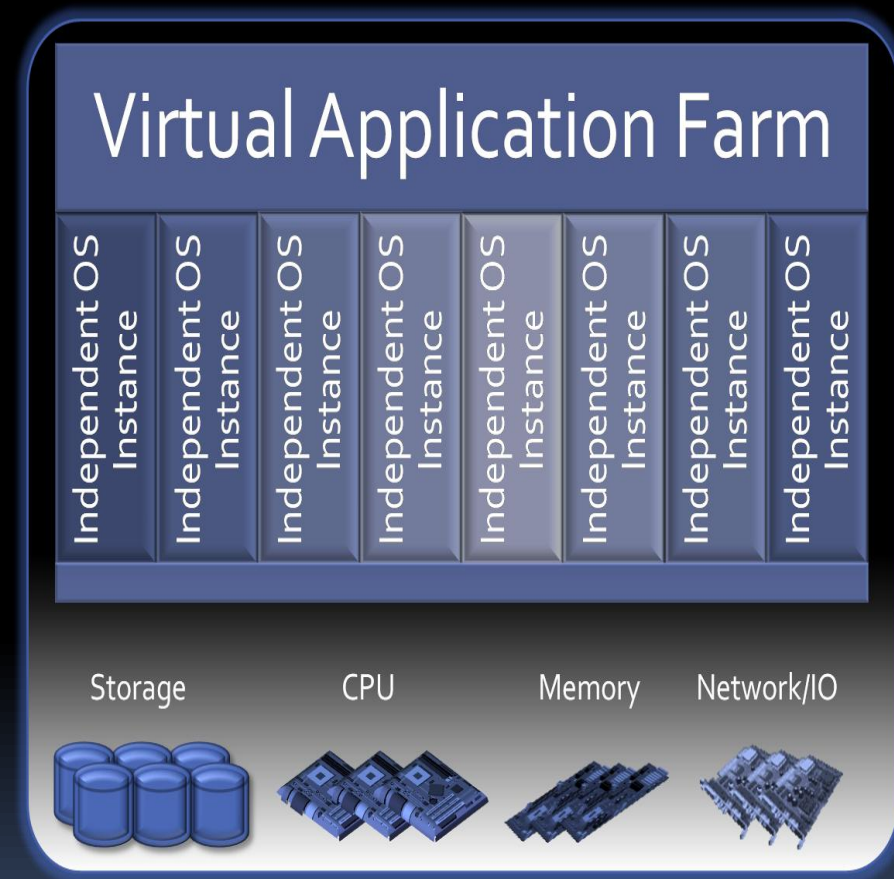
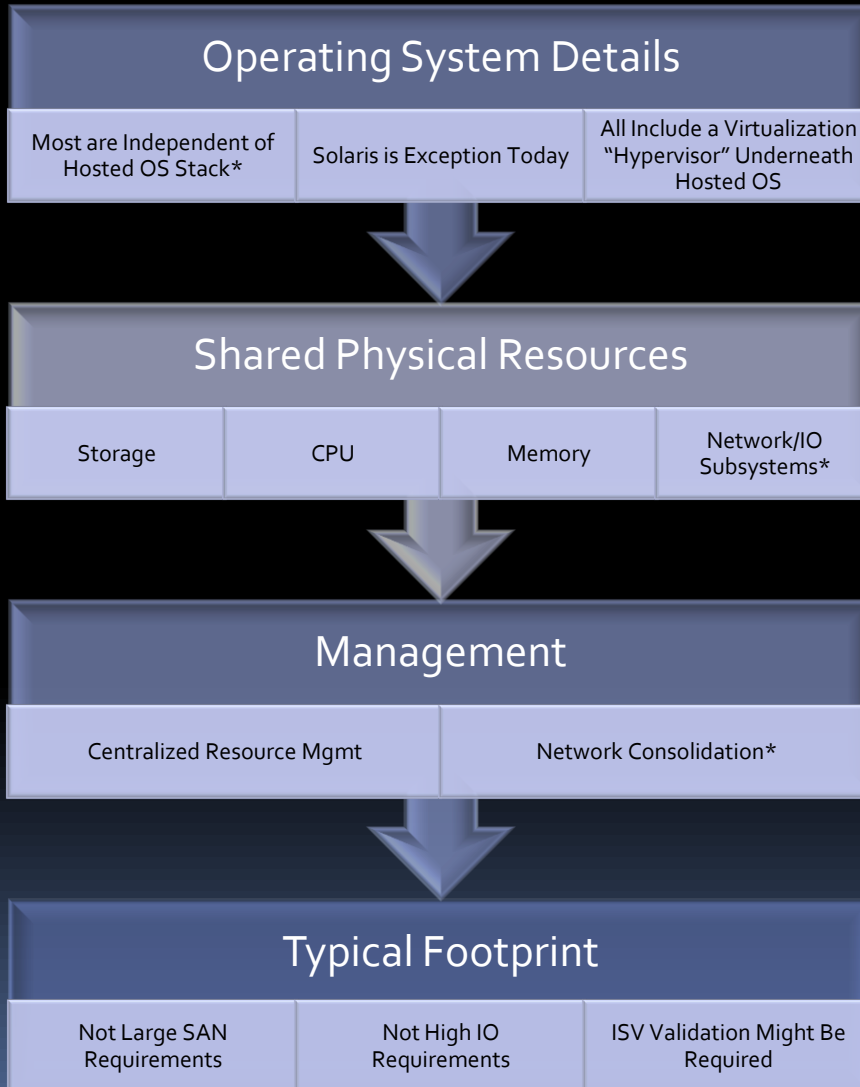
RECOMMENDATION



Shared Services and Farming Concepts and Overall Fabric

- Next few slides will attempt to communicate the concepts of shared services
 - Functionality Farm
 - Virtualization Farms
 - Risk associated with each farm
 - Benefits of each farm
 - Architectural concept of the entire presentation into a XXb Shared Services Framework Fabric and Next Steps
 - How XXb SSFF is constructed from virtualization, farming and process endeavors into a self sustaining fabric
 - Next Steps
- 

Typical Virtualized Host Concepts



Application Farms - Details

Heterogeneous Virtualization

- Mixed Architecture, Management and Approach
- Tackle More Environments
- More Overhead from Mgmt, Monitoring and Performance Analysis Perspective *

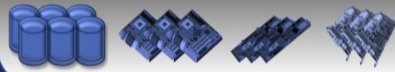
Homogenous Virtualization

- Less Choices
- Possible Long Term Control Gain over Developmental Approach
- Less Overhead from a Mgmt, Monitoring and Performance Analysis Perspective *

VMWare Application Farm

Solaris
Windows
Linux
Linux
Linux
Windows
Solaris
Windows

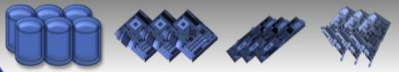
Storage CPU Memory Network/IO



Lpar Application Farm

Linux
AIX
AIX
Linux
AIX
AIX
Linux
AIX

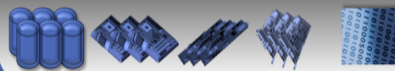
Storage CPU Memory Network/IO



SUN/Containers Application Farm

Solaris
Solaris
Linux
Linux
Linux
Solaris
Solaris
Solaris

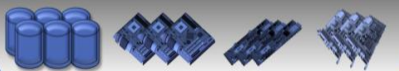
Storage CPU Memory Network/IO OS



vPar/VM Application Farm

Linux
Windows
HPUX
OpenVMS
OpenVMS
HPUX
Linux
Windows

Storage CPU Memory Network/IO



Virtualization Risks

Network and Security

DMZ and SSN Not Allowed and Can't Span Networks

Internal Switch Required on Some Technologies Not Allowed by IDN

Licensing

Functional Use Best fit for Application Only Requirements

3rd Party Layered SW Needs to Be Closely Examined

Virtual Instances Charge by CPU (Multi Core Approach Risk)

Re-Use Must Be Closely Monitored

Management

Departments May Have Different Access Criteria

Difficulty in Consolidation Access in Specific Government – Type Departments

ISV Validation Critical for Short and Long Term Strategies

Financial

Financial Question Need to Be Answered

Asset Ownership

Chargeback Mechanism Needed Before Massive Proliferation of Technology

Virtual Application Farm

Independent OS Instance

Independent OS Instance

Independent OS Instance

Independent OS Instance

Independent OS Instance

Independent OS Instance

Independent OS Instance

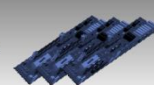
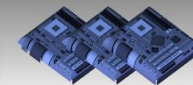
Independent OS Instance

Storage

CPU

Memory

Network/IO



Farming Concepts

Single Instances Share Resources At Instance level

Single OS (Reduce "OS" Sprawl)

Less Maintenance

More Discipline

Savings of Consolidation

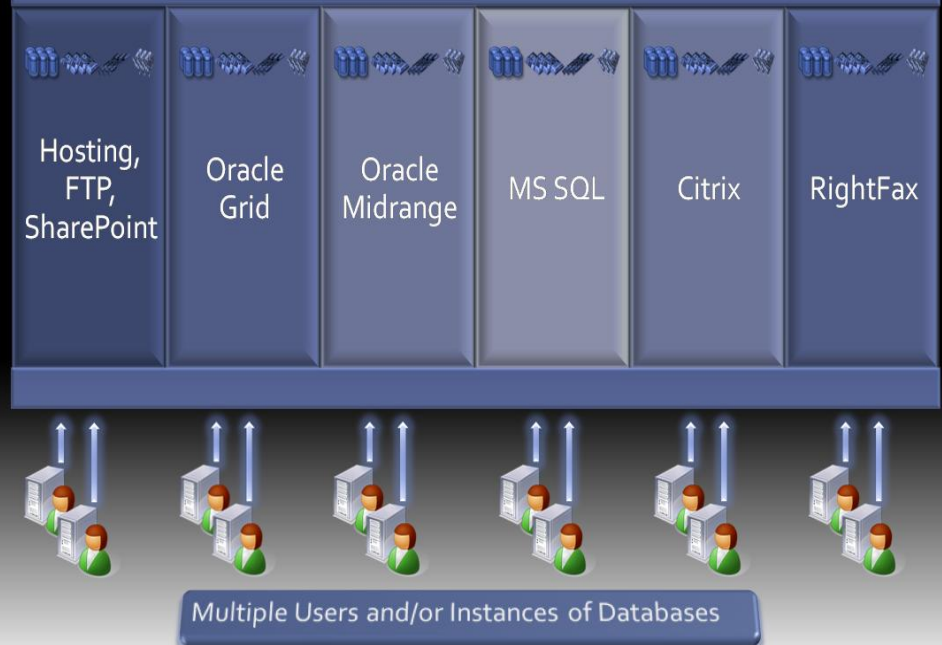
Savings from Maintenance

Capacity Planning is Key

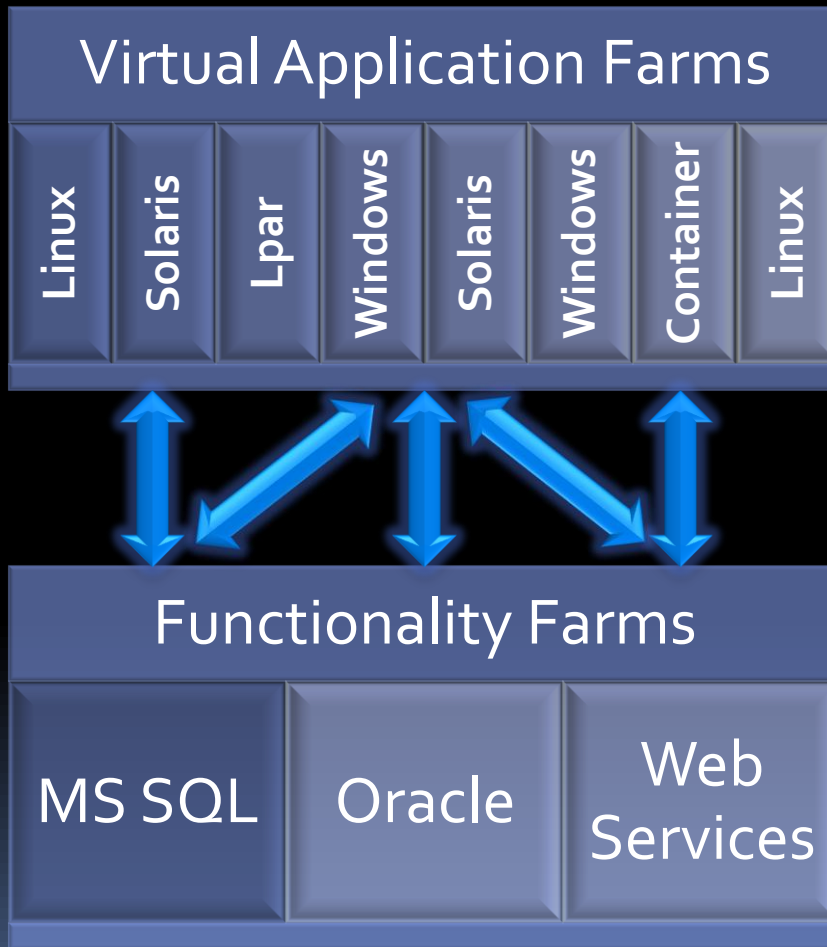
Need Financial Model

Network and Security "Friendly"

Farming Concepts



Farms & Virtualization Fabrics



Leverages SOA : Separation of App/DB/Web Requirements

More Efficient (Easier to Return Unused Resources)

Increase Cost of 3rd Party Layered Product

Allows for Virtualization from Different Vendors

Operational Overhead If Environment Not Treated as a Fabric

Builds on SOA Approach

More Efficient (Easier to Return Unused Resources)

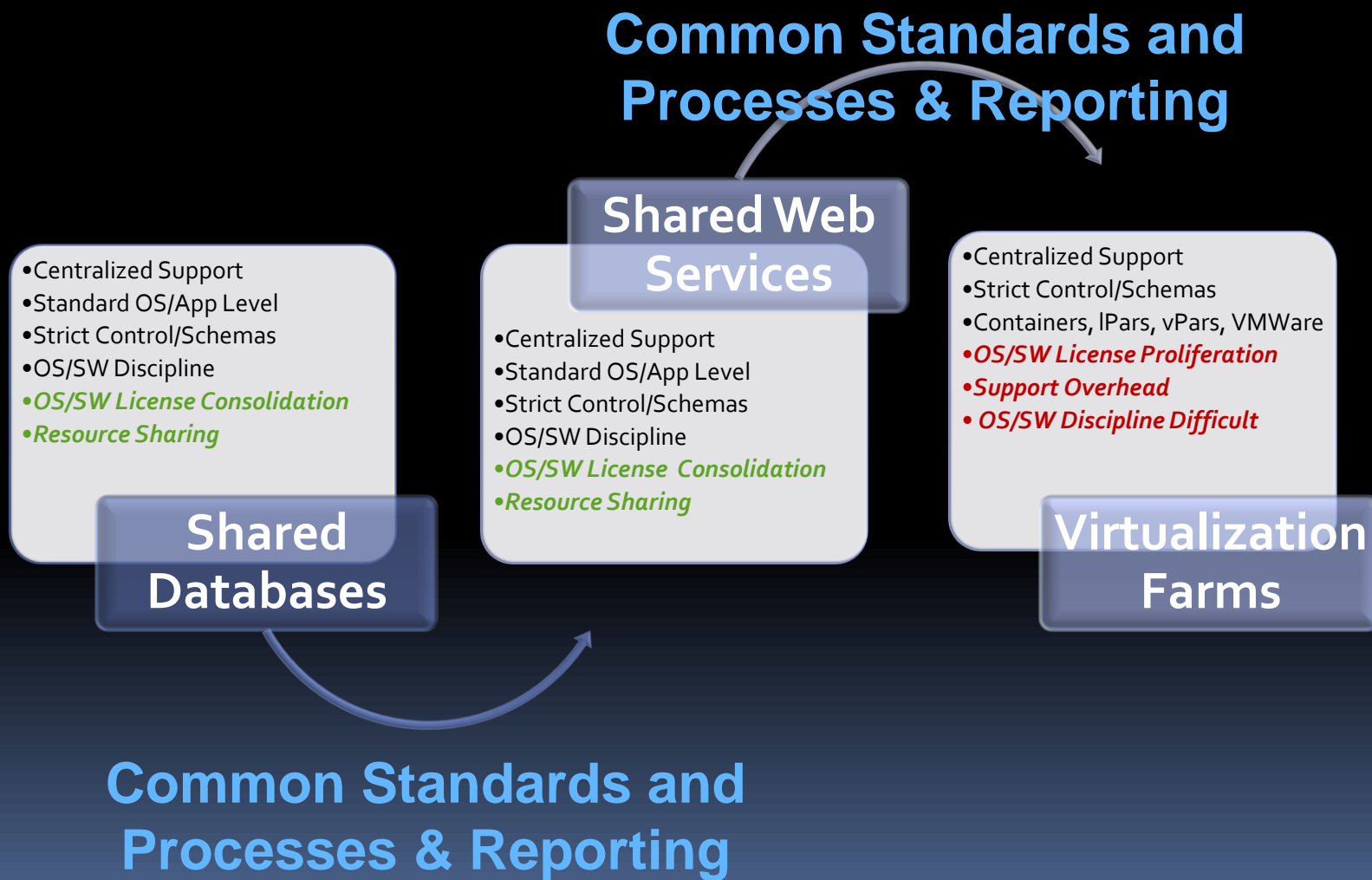
Cost of 3rd Party Layered Product Savings

Strategic Changes in Vendor Do Not Affect Farms

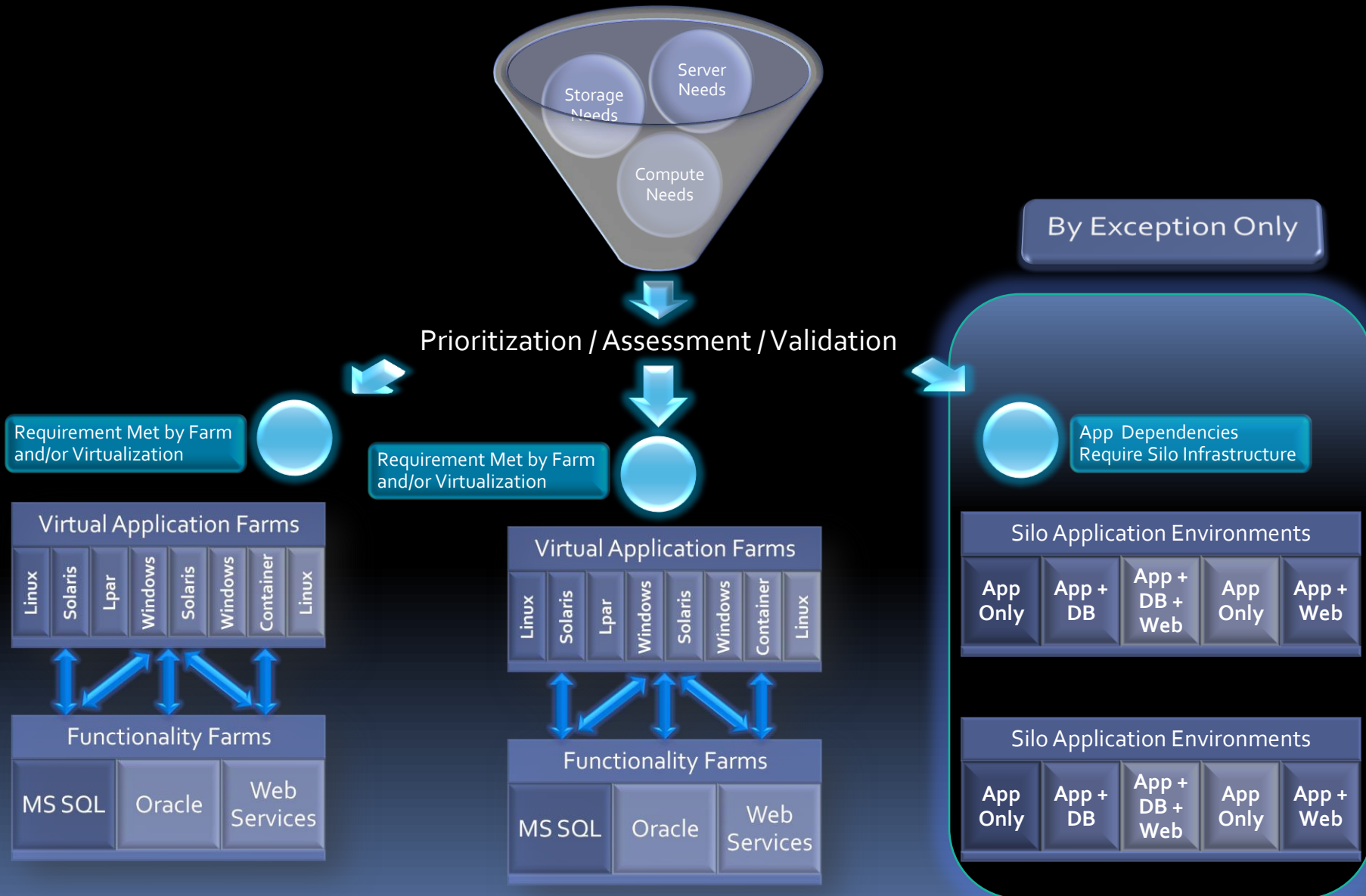
Vendor Agnostic

Operational Optimization If Treated as a Consolidated "Fabric" To Manage

Architectural Concept/Benefits



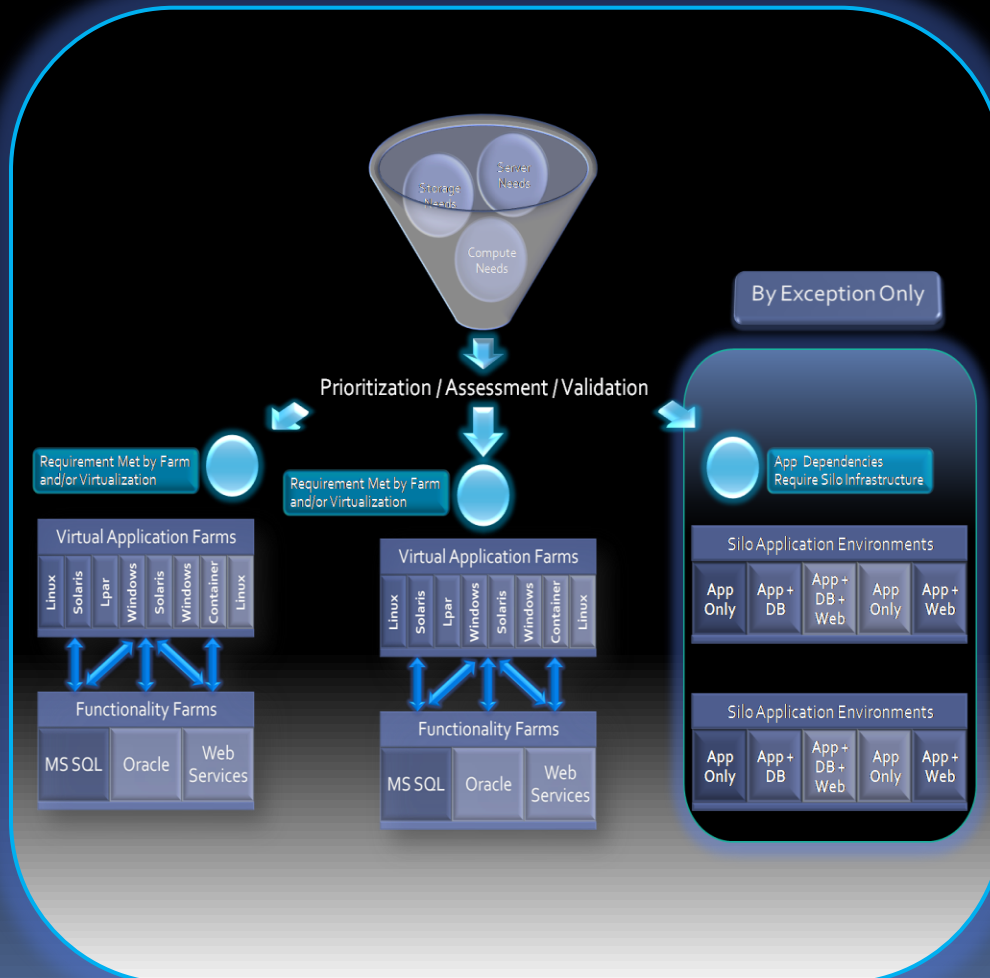
Demand & Fulfillment Process Fabric



D&F Process Fabric + Capacity Planning

Global Utilization + Metrics + Reporting + Trending

Global Dashboard/Capacity Planning



Reporting

- By Mgmt (VP, Mgr, sVP, Director, etc...)
- By Segment (Sales, Marketing, Network, etc...)
- By Technology (OS, HW, Functionality, etc...)
- Interface with Inventory (ASST Mgmt)

Infrastructure Utilization

Trending

Application and Environmental Analysis on Utilization & Interface

Aid in System-Wide Troubleshooting

XXb SSF (Shared Services Framework)

Business Forecast and Trends Feedback to IT Infrastructure

Business Forecast/Trends

D&F Process Fabric + Capacity Planning

Global Utilization + Metrics + Reporting + Trending

Global Dashboard/Capacity Planning

XXb Projections

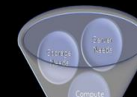
- Increase or Decrease Spend
- Saving Targets

Marketing

- Sales Increase/Decrease
- Bid Forecasts
- Customer Growth or Decline

Call Processing

- Call Record Projections
- Network Objects Estimates



Prioritization / Assessment / Validation

Requirement Map by Farm and/or Virtualization



Requirement Map by Farm and/or Virtualization



By Exception Only

App Dependencies Require Silo Infrastructure

Silo Application Environments

App Only App+DB App+DB+Web App Only App+Web

Silo Application Environments

App Only App+DB App+DB+Web App Only App+Web

Reporting

- By Mgmt (VP, Mgr, sVP, Director, etc...)
- By Segment (Sales, Marketing, Network, etc...)
- By Technology (OS, HW, Functionality, etc...)
- **Interface with Inventory (ASST Mgmt)**

Infrastructure Utilization

Trending

Application and Environmental Analysis on Utilization & Interface

Aid in System-Wide Troubleshooting

Utilization & Trending Feedback to Business Units



NEXT STEPS

Next Steps

