

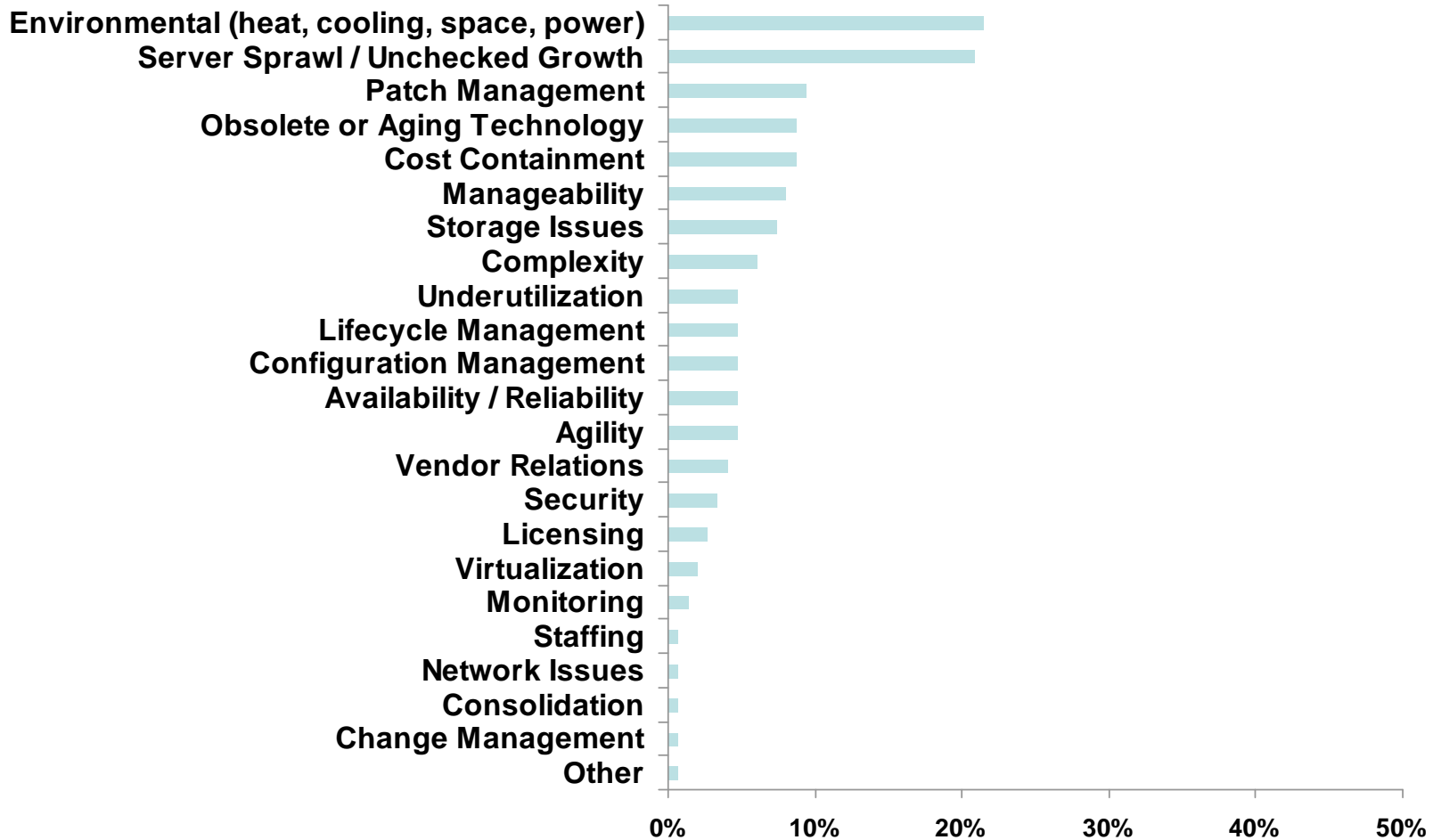
**Evolution to Virtualization –  
Are We There Yet?**

**Bob Gill, Managing Director, TheInfoPro**

**November 5, 2008**

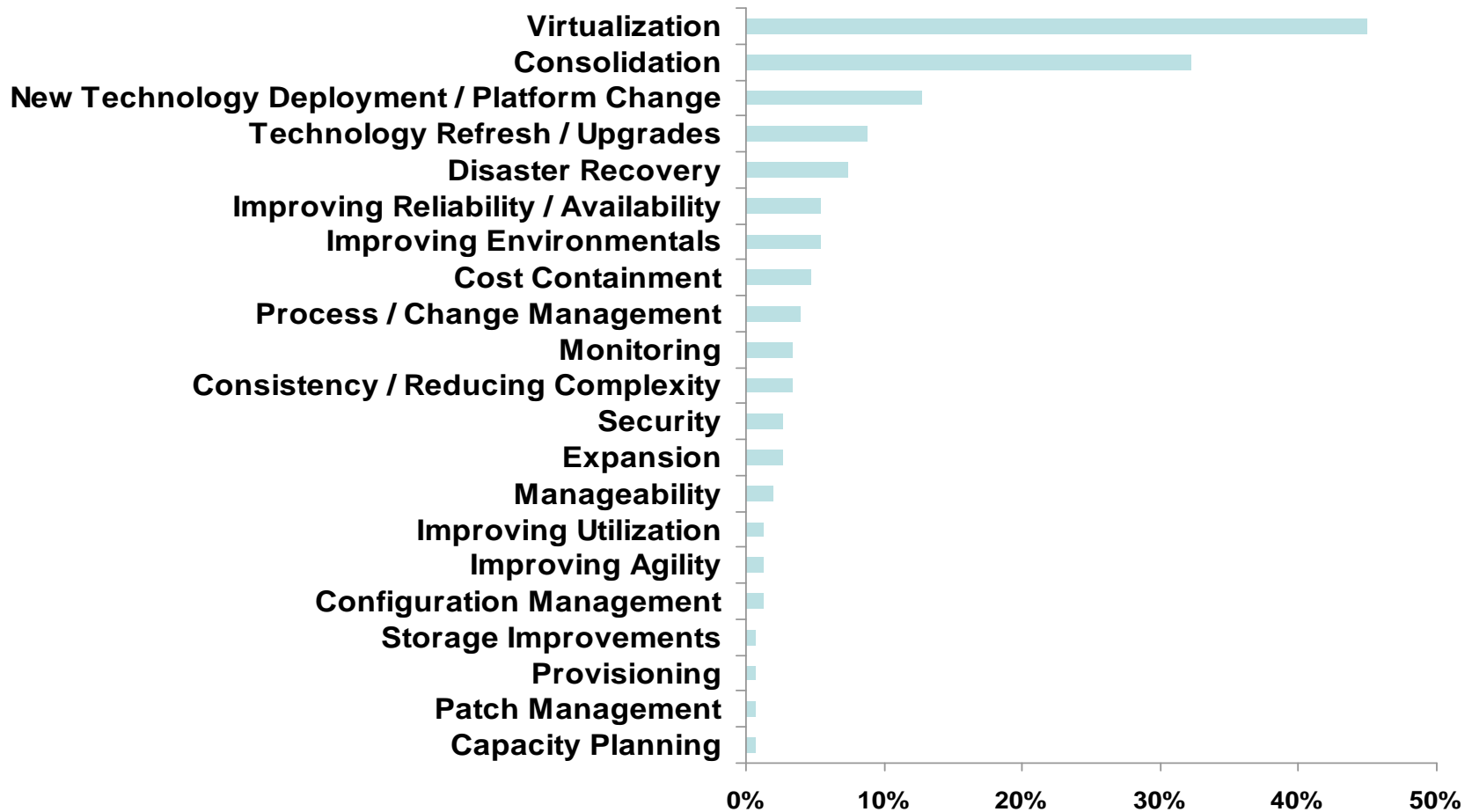
# Server Pain Points

*What are your two greatest Server-related pain points?*



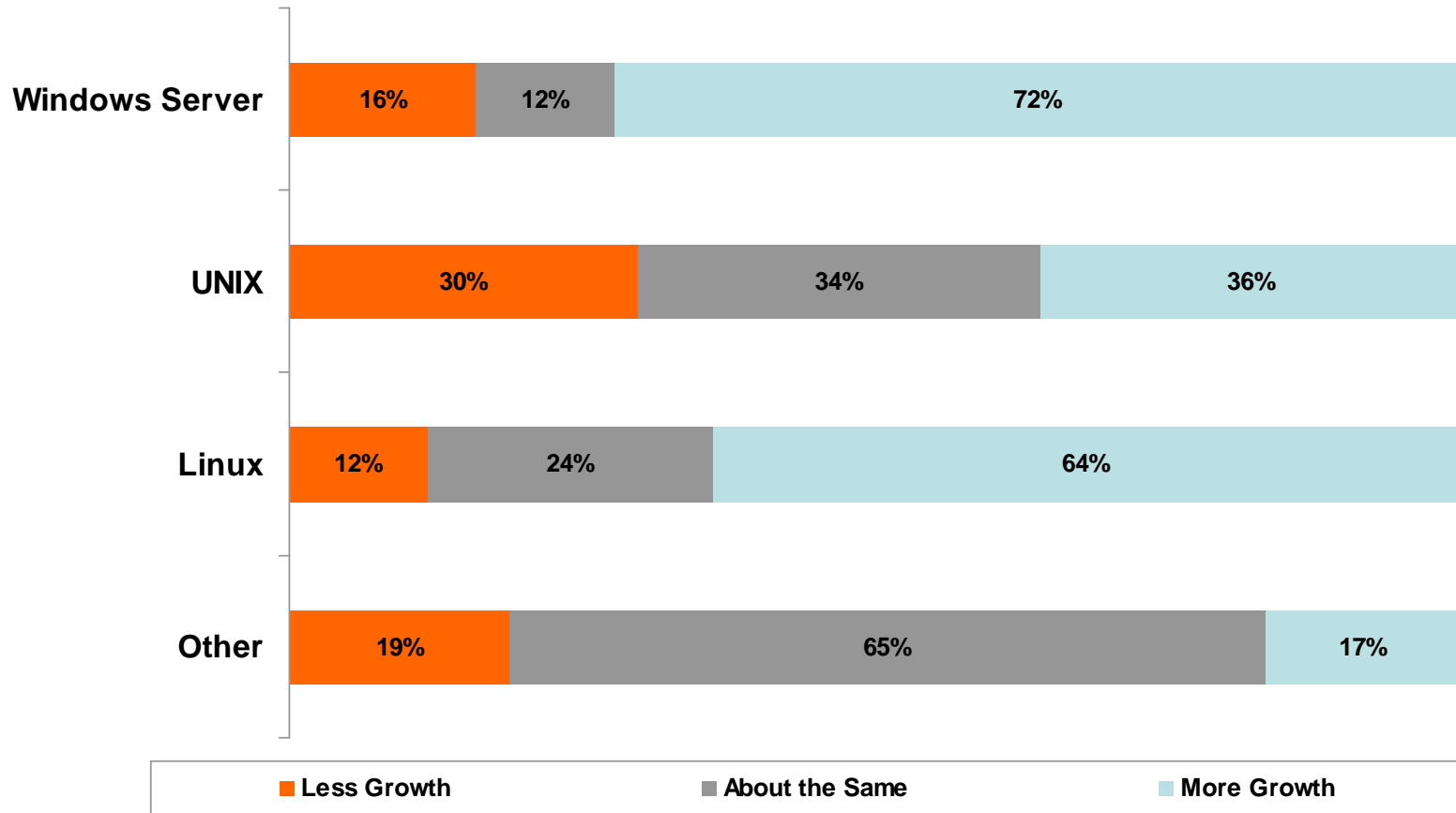
# Server Priorities

*What are your organization's top server priorities through 2008?*



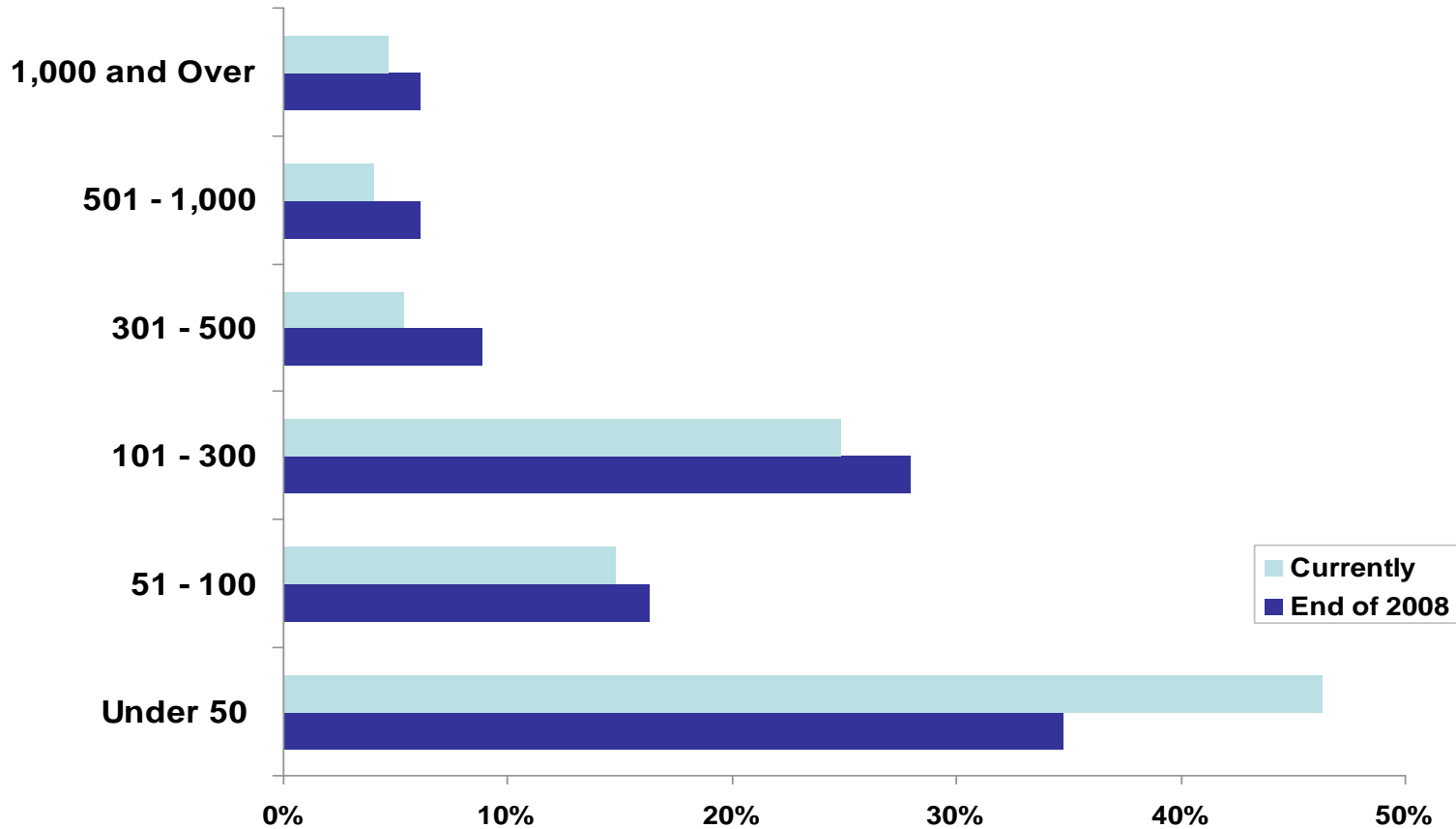
# Projected OS Growth

*What percentage growth will each OS experience in the next year?*



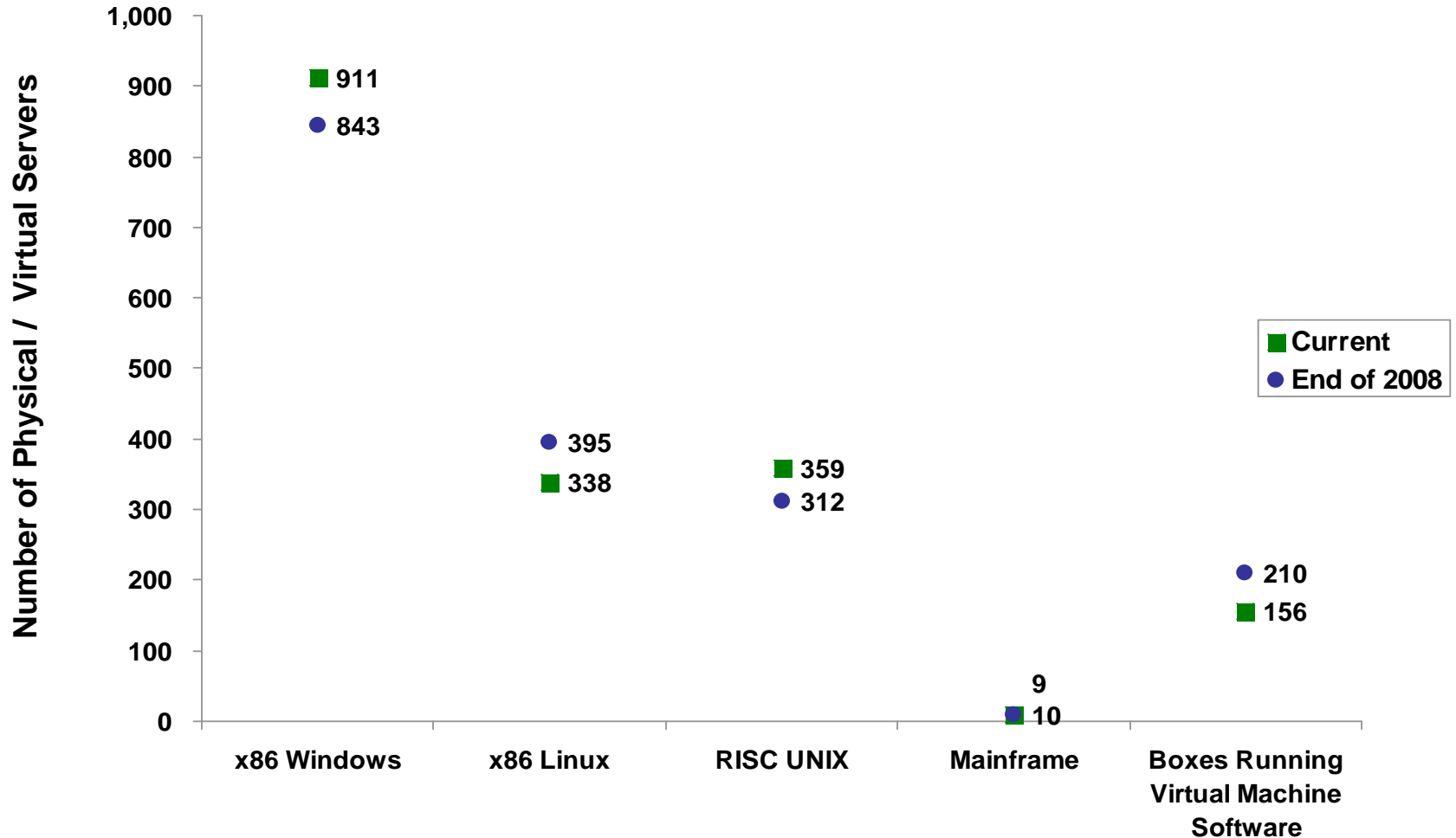
# Virtual Machine Instances

*How many virtual machine instances do you currently have? By end of 2008?*



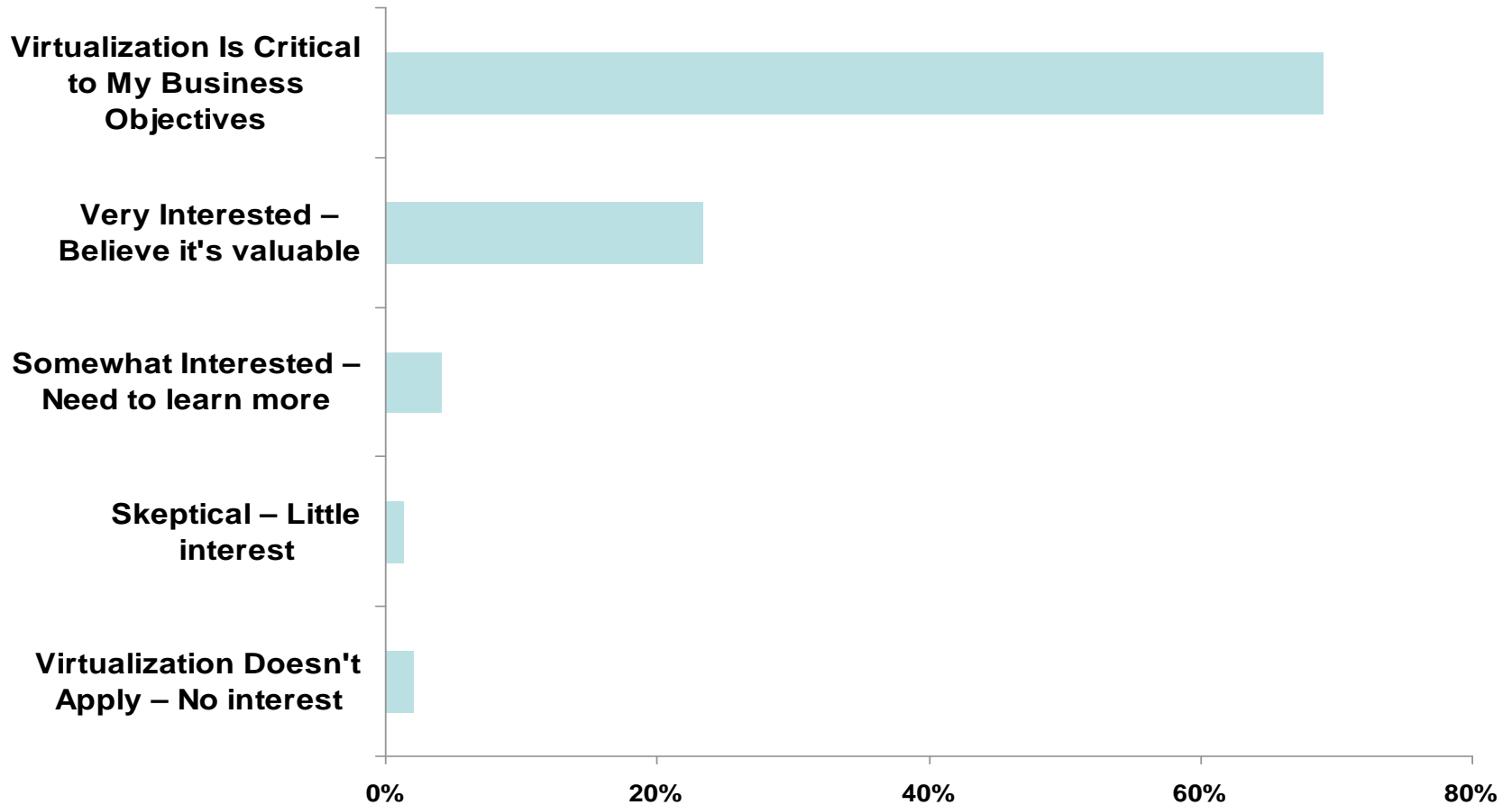
# Average Number of Servers

*How many physical server boxes do you currently have? How many boxes will you have by the end of 2008?*



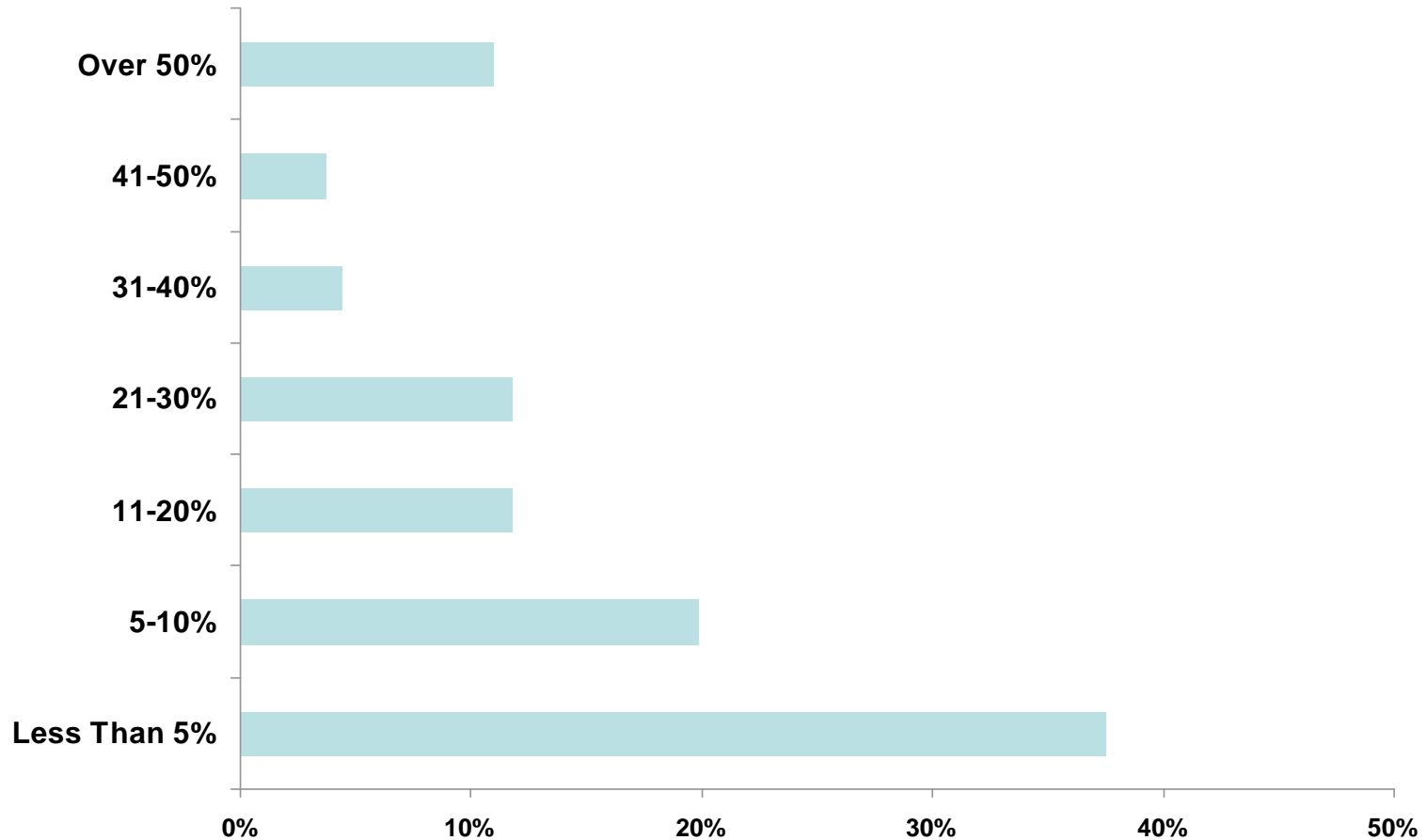
# Long-term Virtualization Plans

*What are your plans for server virtualization, longer term (2009 and later)?*



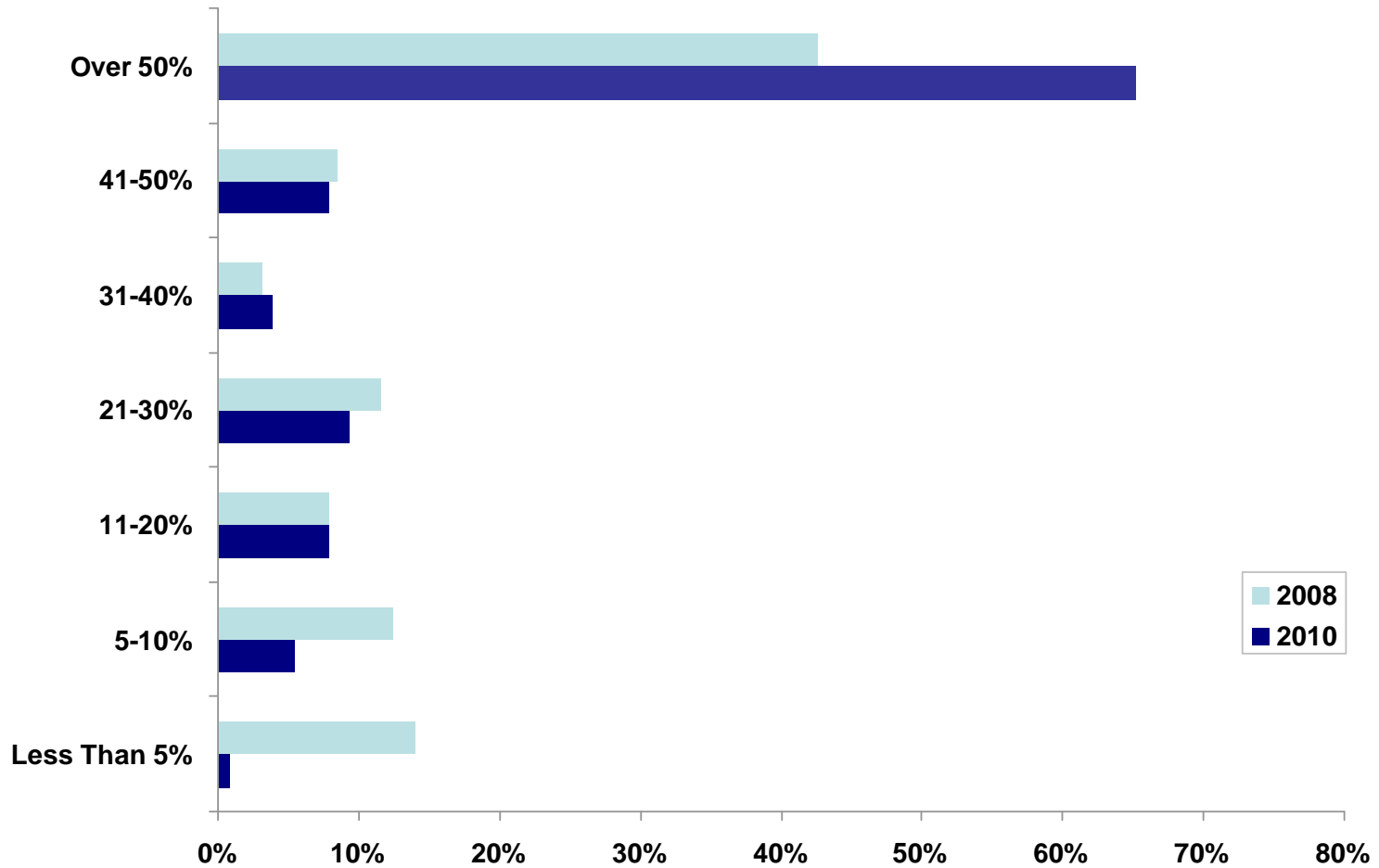
# Percentage of Servers Virtualized

*What percentage of all installed servers host virtualization now?*



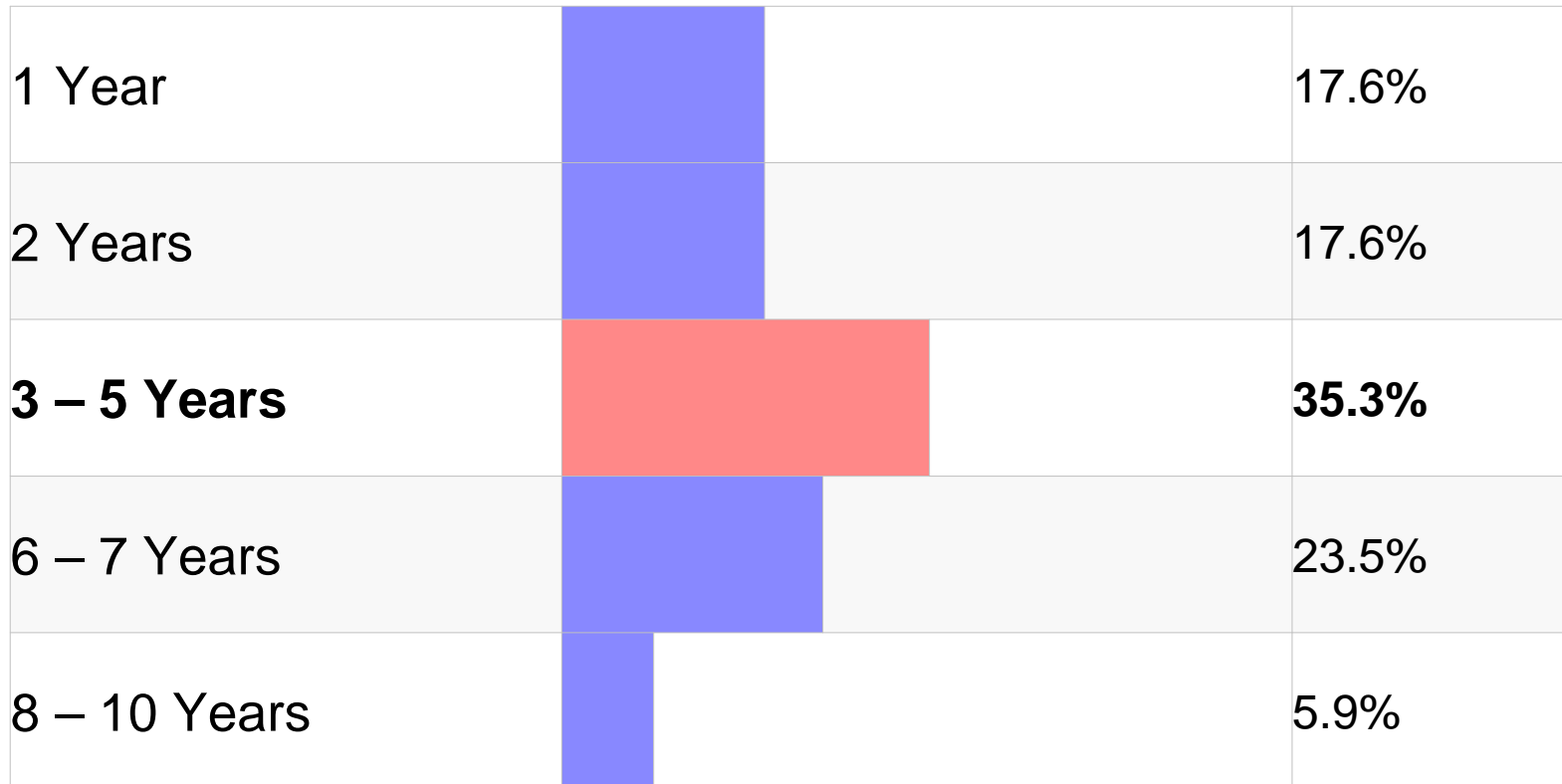
# New Servers Being Virtualized

*What percentage of all new servers being installed in 2008 will host virtualization? In 2010?*

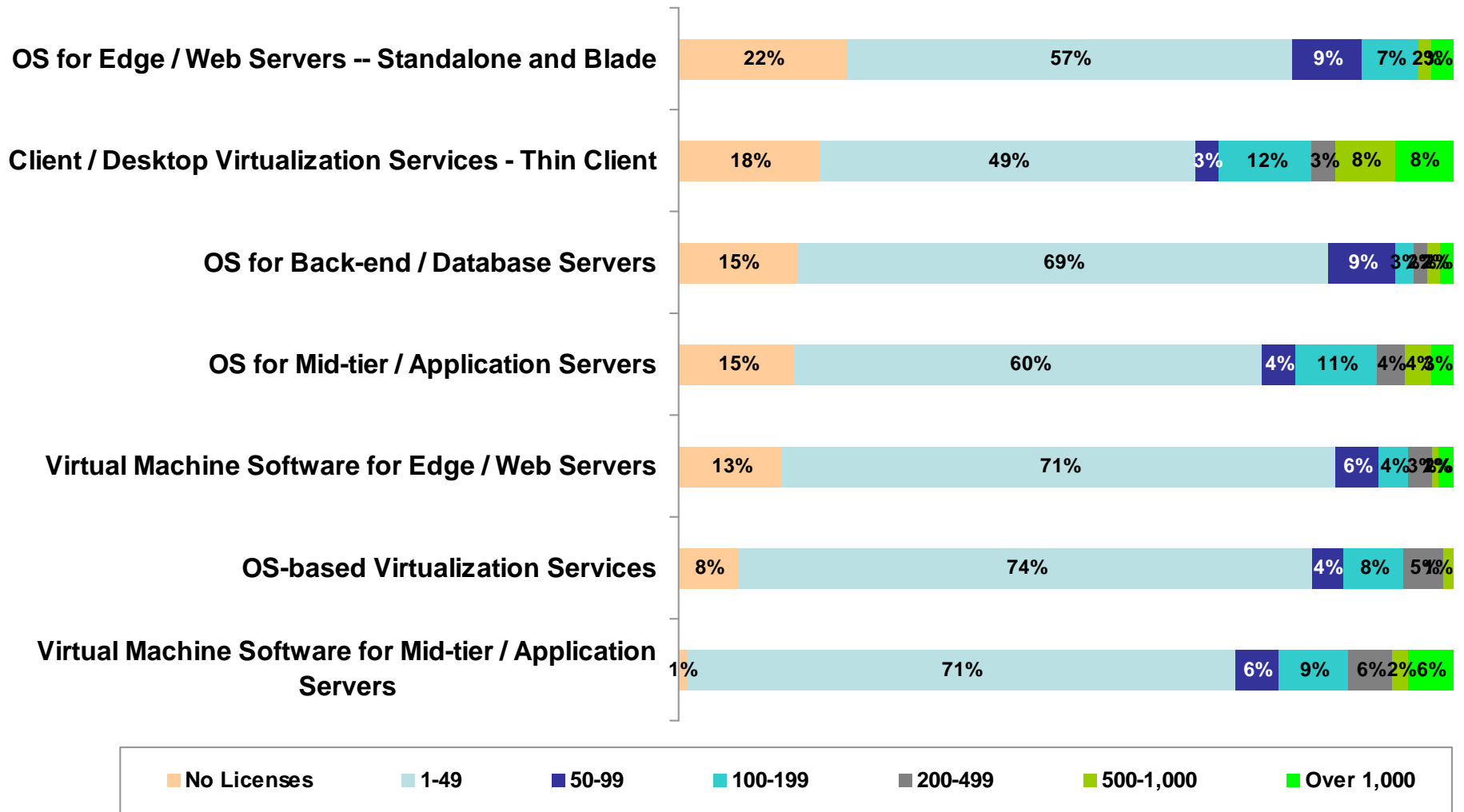


# Evolution Timeframe

*How long will the evolution to a fully implemented virtual environment take your enterprise?  
(Note: Study Currently in Progress – Limited Sample)*

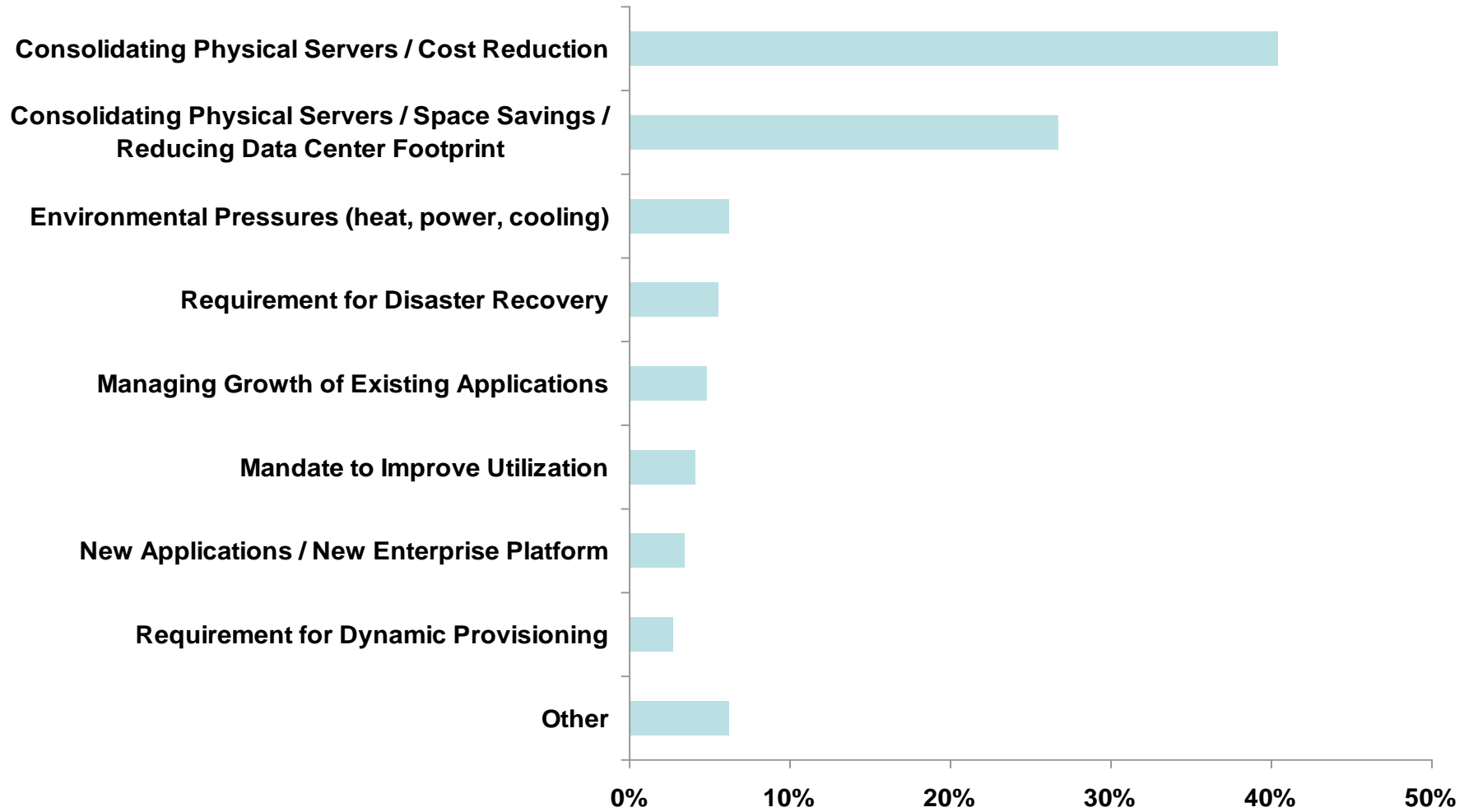


# New Server Software Licenses for 2008



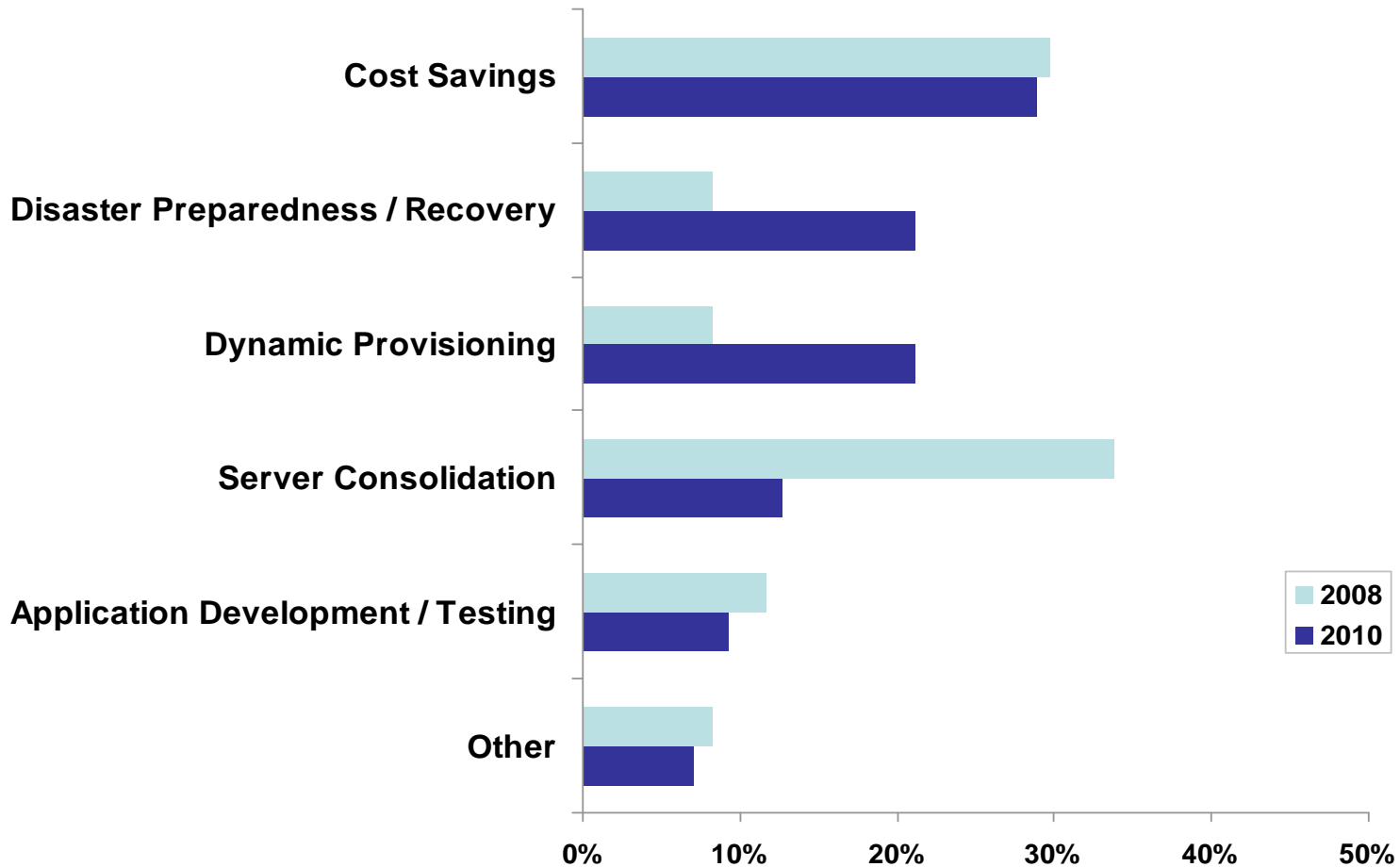
# Key Driver of Virtualization Growth

*What is the key driver of virtualization growth in your enterprise?*



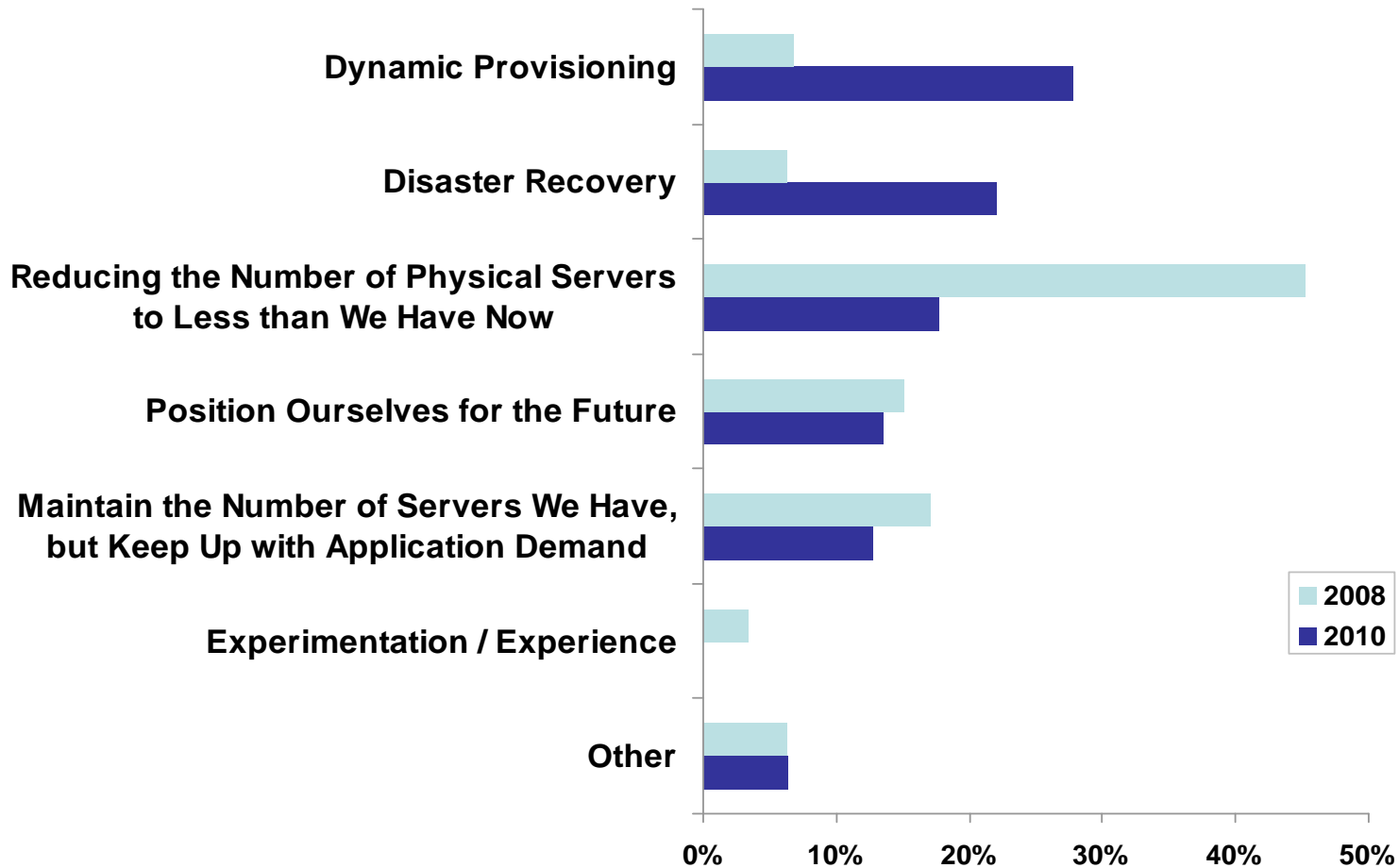
# Server Virtualization Benefits

*Which of these benefits is currently the most important in determining whether server virtualization will be used for a particular application? 2010?*



# Virtualization Goals

*What is the key goal behind virtualization? 2010?*



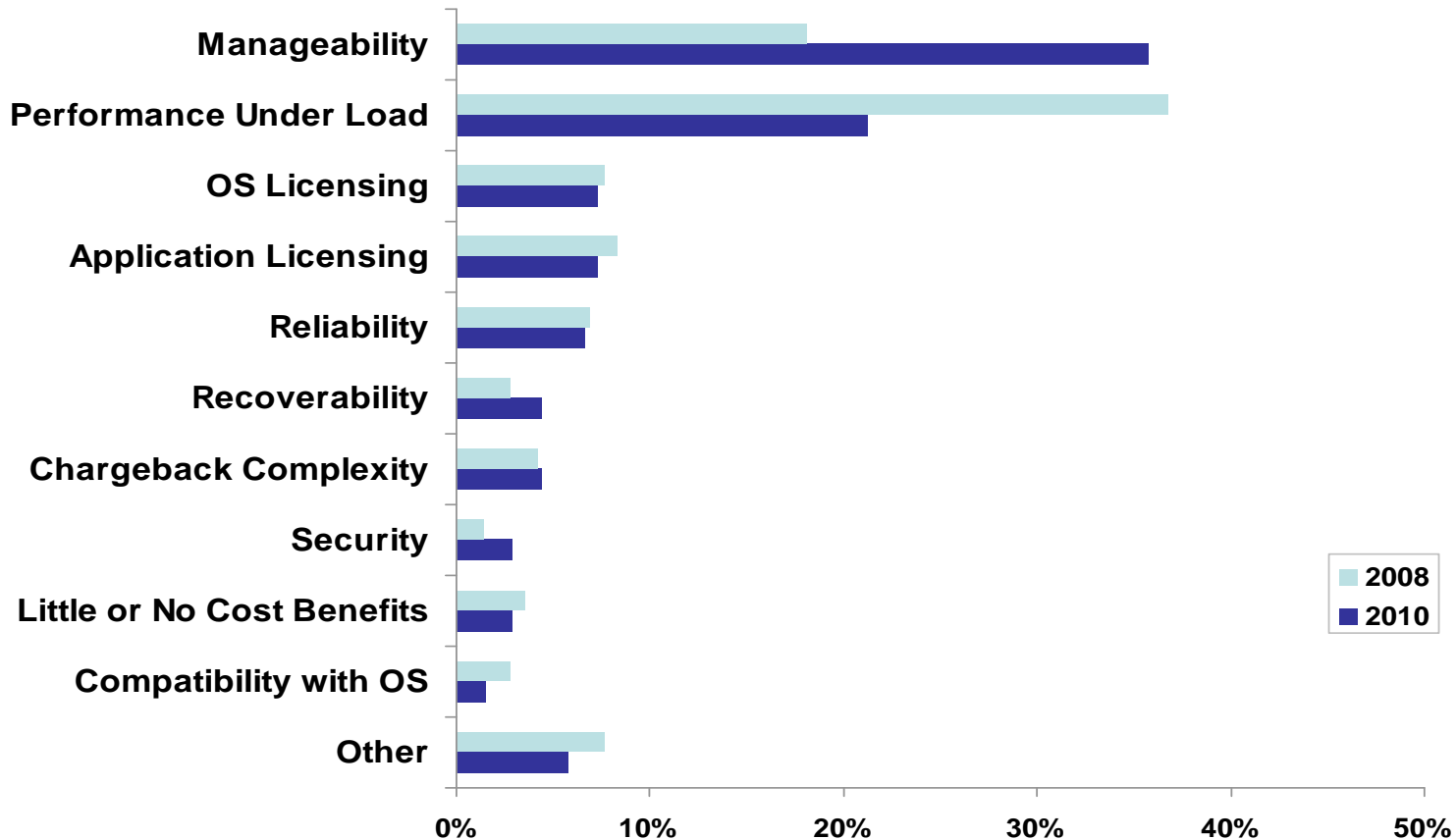
# Rules-Based Dynamic Load Movement

*When will you enable automated movement of Virtual Loads based on predetermined rules or policy?  
(Note: Study Currently in Progress – Limited Sample)*

<b>Already Do</b>	<b>68.4%</b>
YE 2008	0.0%
2009	10.5%
2010	5.3%
After 2010	15.8%
Never	0.0%

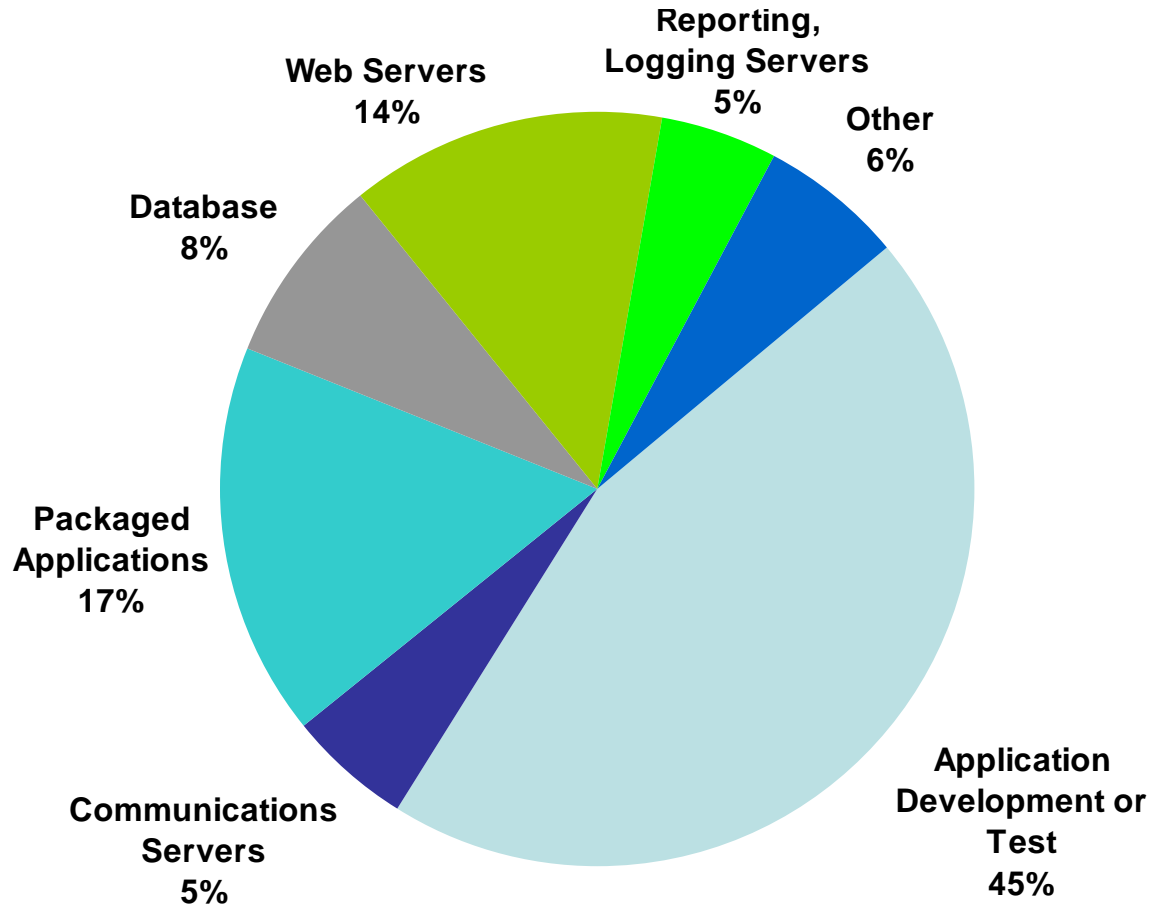
# Server Virtualization Concerns

*Which of these concerns is the greatest concern regarding server virtualization? In 2010?*



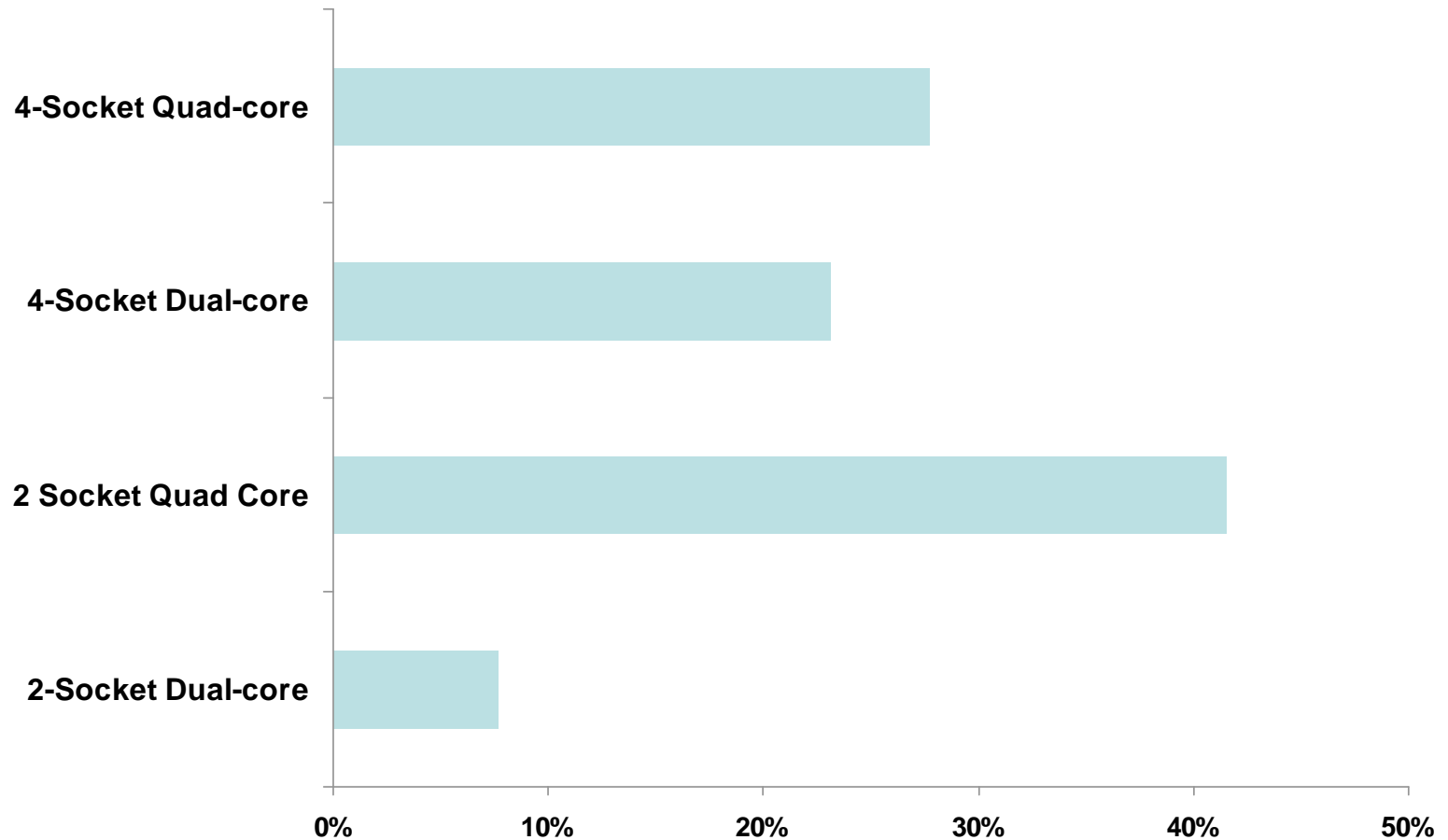
# Applications Virtualized

*Of those servers currently hosting virtualization, what percentage are currently running each of the following?*



# Server Virtualization Sweet Spot

*What is the hardware configuration “sweet spot” for hosting server virtualization?*



# Server Virtualization Sweet Spot

*What is the hardware configuration “sweet spot” for hosting server virtualization?  
(Note: Study Currently in Progress – Limited Sample)*

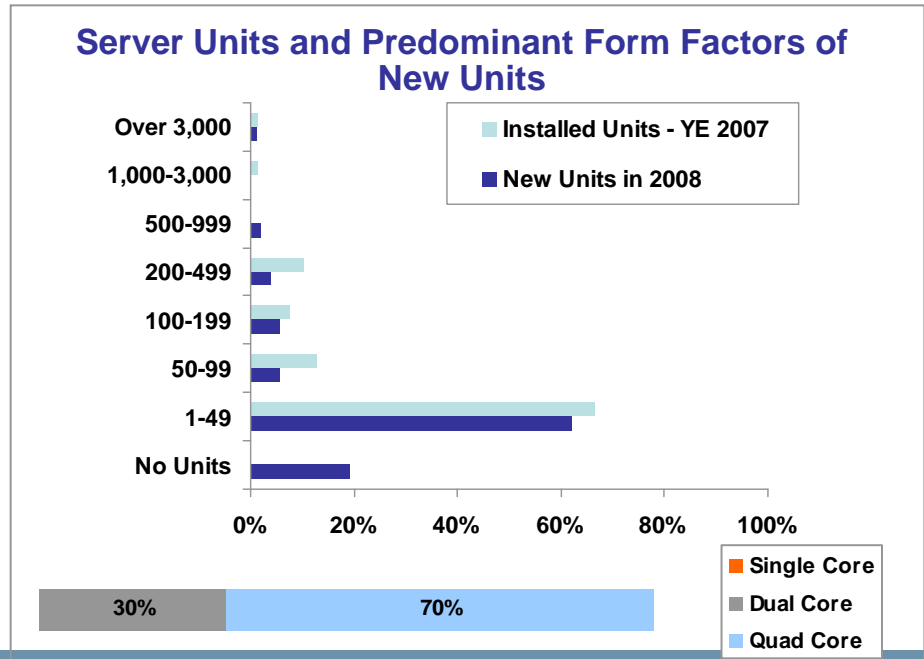
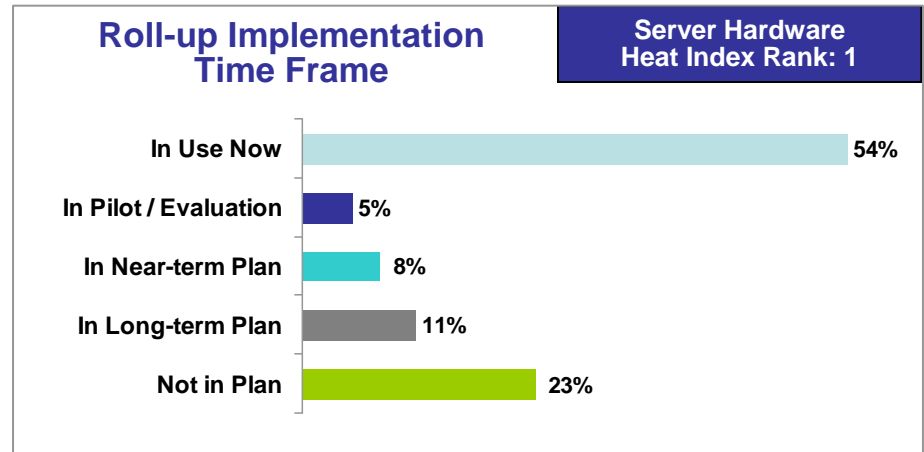
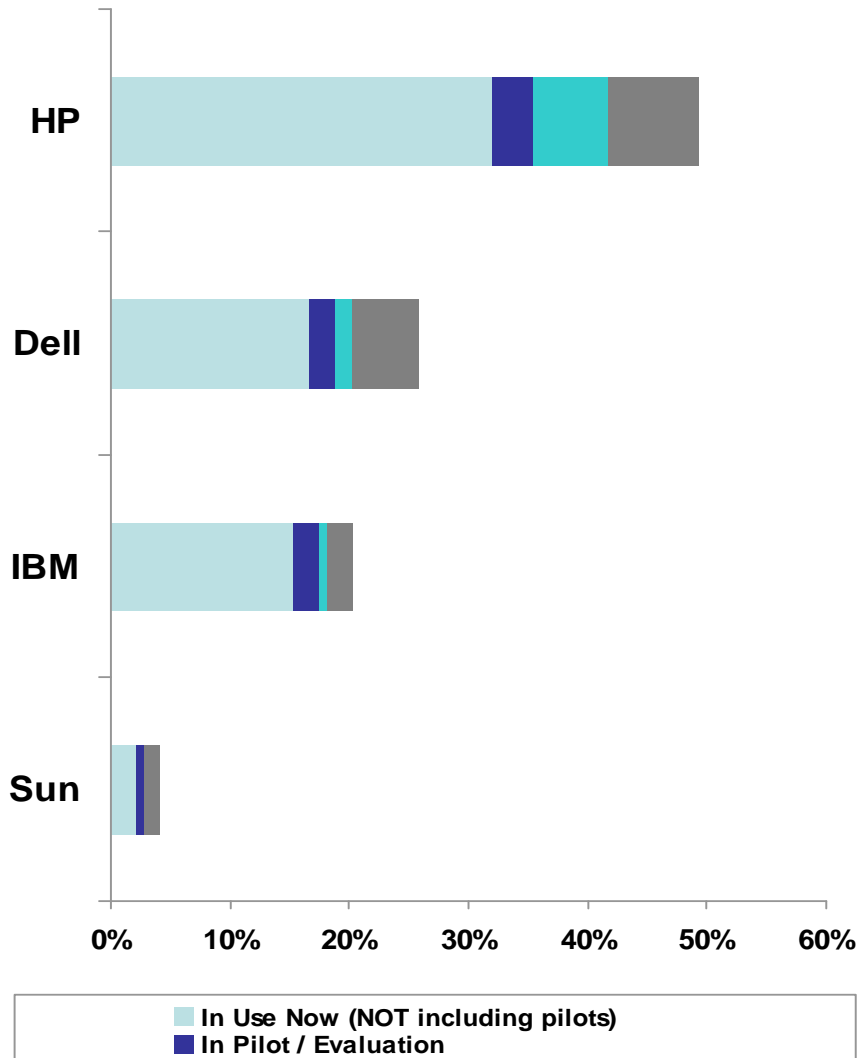
2-socket Dual-core		0.0%
2-socket Quad-core		53.6%
4-socket Dual-core		3.6%
4-socket Quad-core		28.6%
8-socket Quad-core		7.1%
16-socket Multi-core		7.1%

# Technologies Supporting Virtualization

*Which of these technologies or configurations is most important to your Server Virtualization plans?  
(Note: Study Currently in Progress – Limited Sample)*

More Sockets	3.2%
More Cores	22.6%
More Memory	64.5%
More Network Interface Connections	3.2%
Network Interface Virtualization Enhancement Software	0.0%
Other	6.5%

# Standalone Servers – Intel – 4-Socket



# 4-Socket x86 Server Configurations

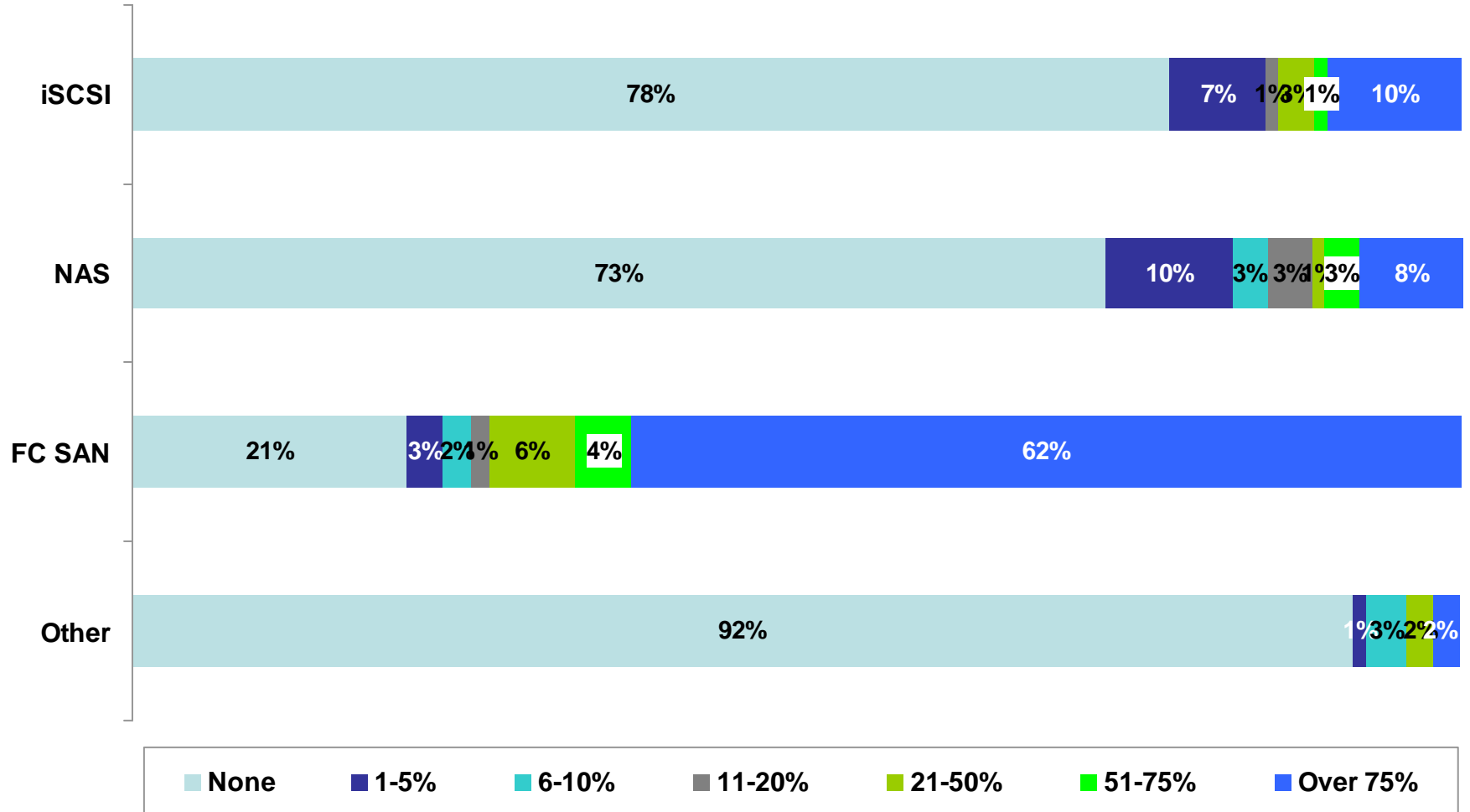
*(Note: Study Currently in Progress – Limited Sample)*

Dual-core		12.5%
Quad-core		75.0%
Six-core		6.3%
Other		6.3%

Windows Server		47.1%
VMware		23.5%
UNIX		5.9%
Linux		17.6%
Other		5.9%

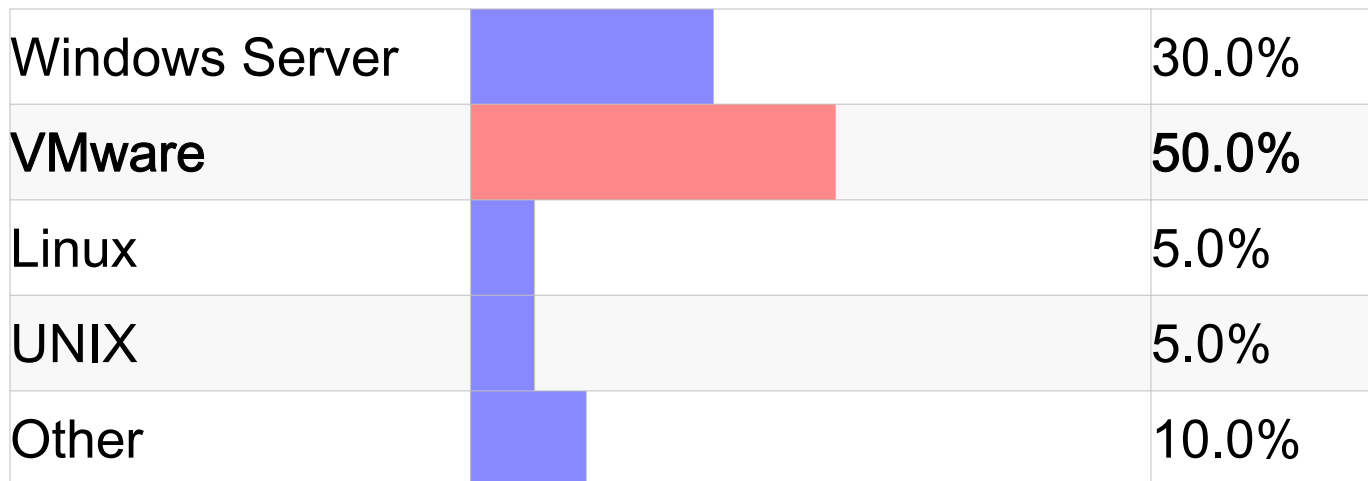
# Attached New Virtual Machines – Percentage

*For newly installed virtual machines, what percentage are attached to FC SAN, iSCSI, NAS or Other in 2008?*



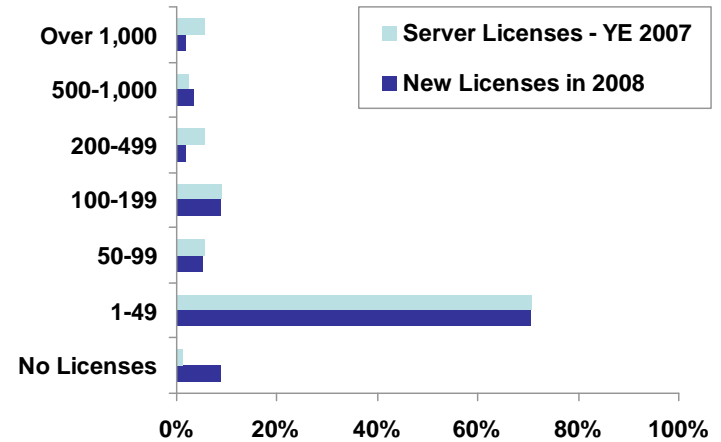
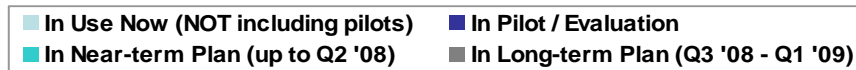
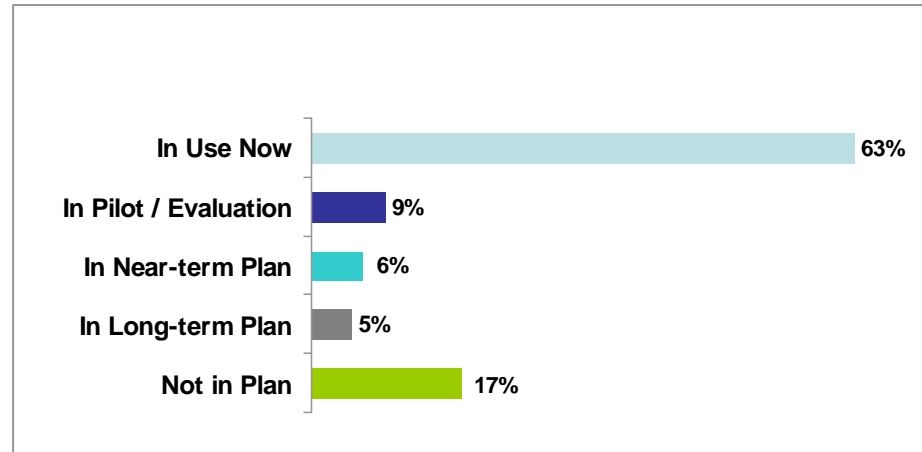
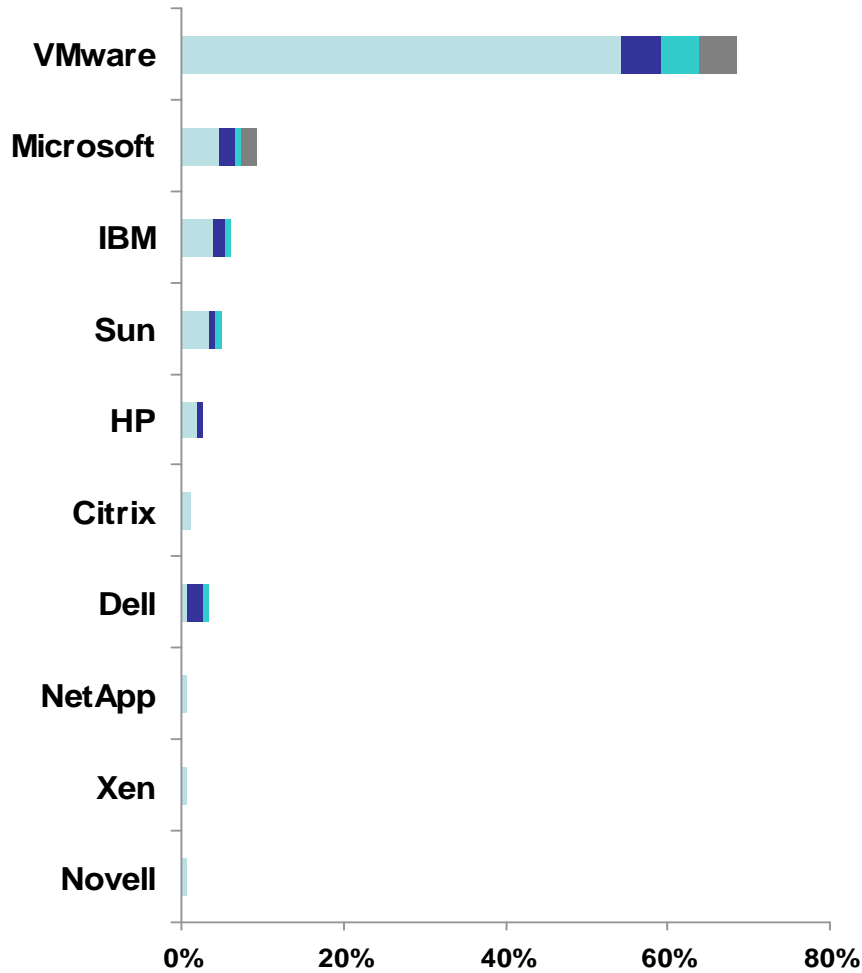
# OS Planned - 2009 Fiber Channel Deployment

*Of the new 4 Gbps Fibre Channel (HBA) units you will be adding in 2009, what will the predominant OS be?  
(Note: Study Currently in Progress – Limited Sample)*



Windows Server	30.0%
VMware	50.0%
Linux	5.0%
UNIX	5.0%
Other	10.0%

# Virtual Machine Software – Application Servers






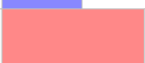
# Hypervisor Alternatives

*(Note: Study Currently in Progress – Limited Sample)*

Have you tested a hypervisor other than VMware?

Yes		57.9%
No		42.1%


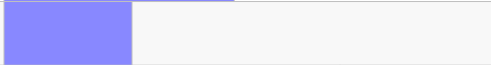

If yes, which did you test? **(Hypervisor)**

HyperV		27.3%
Microsoft		27.3%
Microsoft VS		18.2%
<i>Other Responses</i>		27.3%




# Hypervisor Alternatives

*(Note: Study Currently in Progress – Limited Sample)*

Will you use that solution? (Hypervisor)

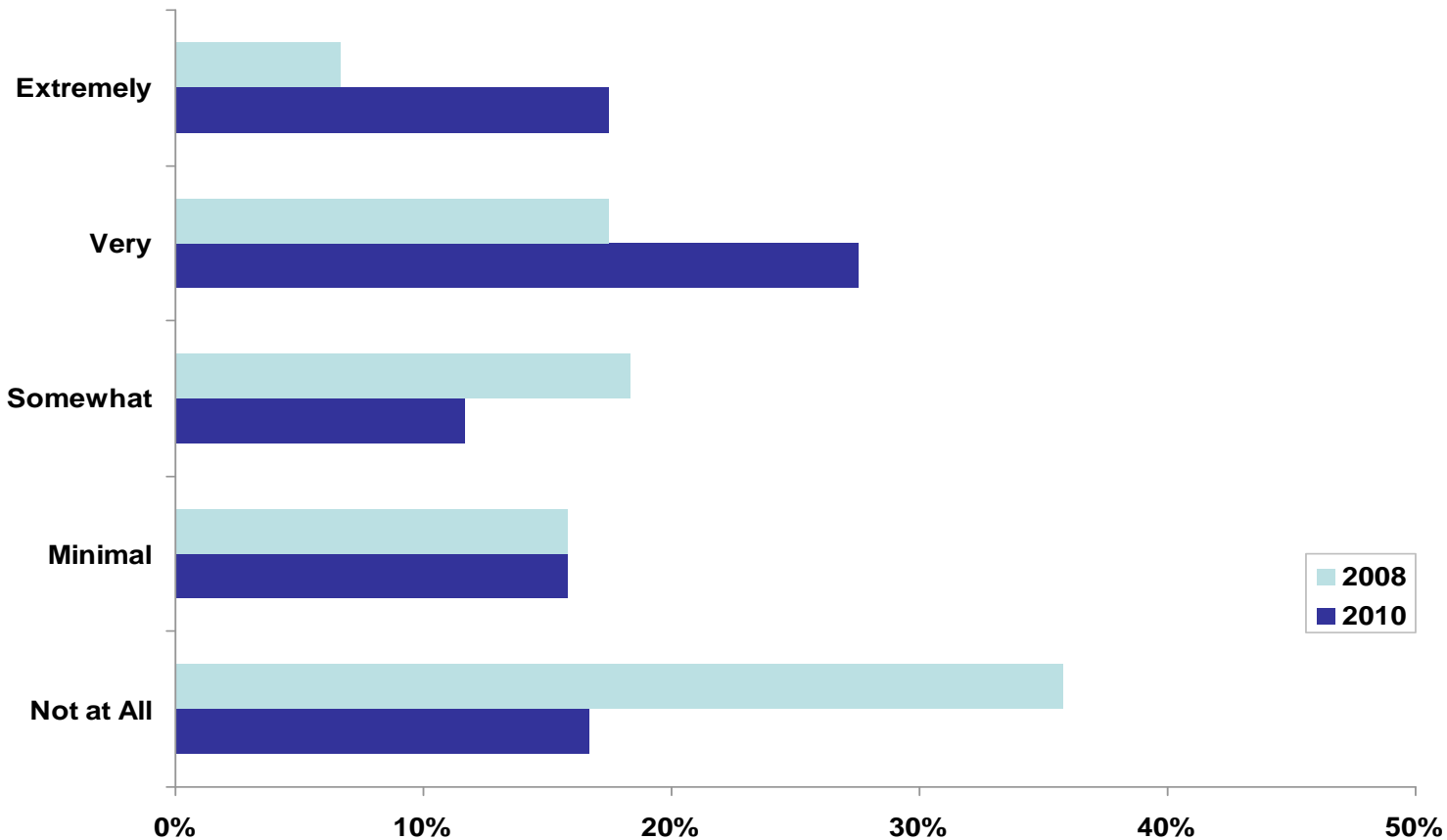
Yes		30.0%
Maybe		20.0%
No		50.0%

Will you support a mixed set of technologies for x86 virtualization?

Yes		37.5%
Maybe		6.3%
No		56.3%

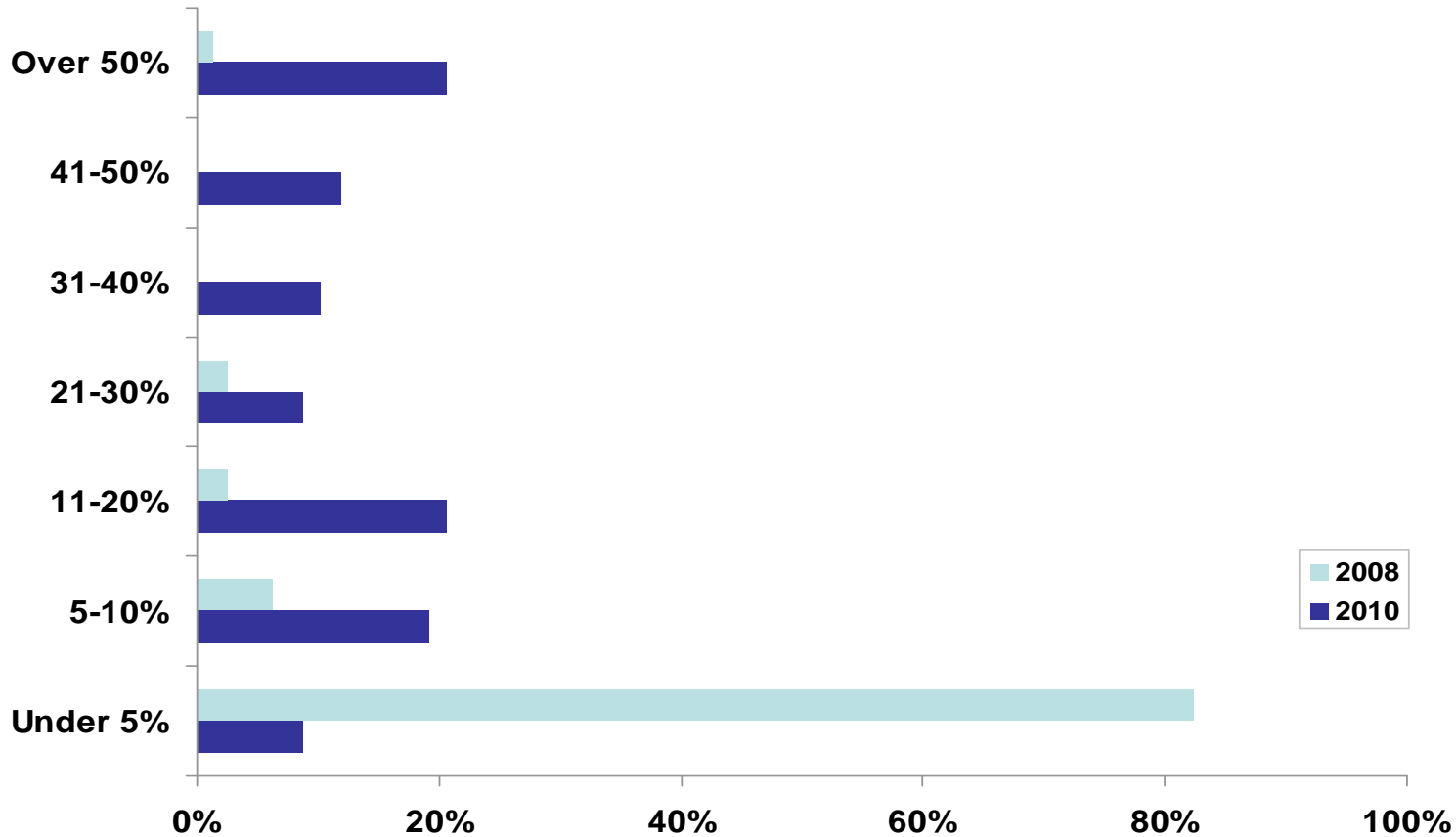
# Criticality of Desktop Virtualization

*How critical is desktop virtualization / thin client to your strategy now? In 2010?*



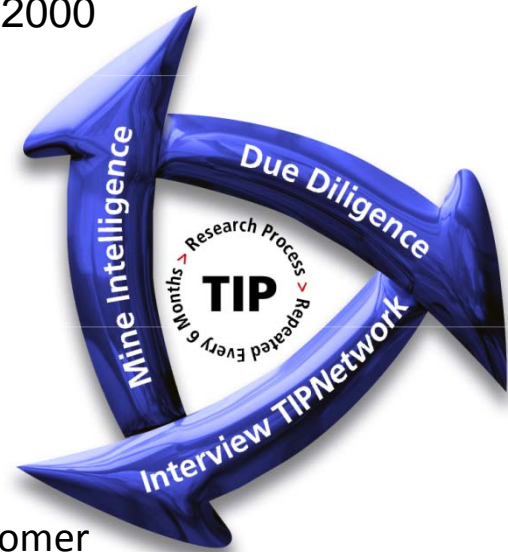
# Percentage of Desktop Virtualization

*What percent of your desktops / clients are virtualized today? In 2010?*



# Methodology & Research Process

- > TIP Researchers, who average 20 years of IT experience, interview IT Decision Makers – pre-screened for domain expertise – at Global 2000 companies.
- > Average interview lasts 60-90 minutes.
- > Structured interview process repeated in six-month “waves.”
- > TIP quantitative data and qualitative commentary include:
  - > **Technology Roadmaps** that generate TIP’s patented Technology Heat Index®
  - > **Vendor Shortlists**, including who’s in use and who’s in plan
  - > **Vendor Performance**, spending plans, vulnerability, and customer ratings



# Participants of our Server Study Receive a Complimentary Copy of the Results!

To find out how you can participate, contact:

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Or...

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