

CLOUD COMPUTING IS CHANGING THE WORLD

Resource is being delivered more efficiently and on demand

How well equipped are you to meet this competitive challenge?



Equipping IT Operations for  
Optimal Cloud Computing



**The Akorri BalancePoint® System**

The Akorri BalancePoint® virtualized data-centre management software.

BalancePoint's unique technologies include:

- Application Fingerprinting™
- Cross-Domain Analysis™
  - Application
  - Physical Server
  - Virtual Machine
  - Storage
- Performance Dynamics Modeling™



## With new clarity comes greater control

**How have you managed unpredictable infrastructure growth?**

Let's face it... in order to guard against unpredictable growth in server and storage capacity the traditional safeguard was to generously over allocate new servers and storage arrays at install time. **But that was then!**

What was once considered a safe approach is now widely regarded across the IT industry as being environmentally wasteful, inefficient & inflexible.

**The IT world is rapidly changing.....**

In today's economically challenged IT environment, senior executives have seized on this 'unused or never used' allocated capacity as an opportunity to significantly reduce expenditure and make real environmental savings.

Virtualization technologies have clearly provided the initial catalyst for changing the entire IT infrastructural model to align with the well proven dynamic supply chain models used in modern manufacturing and services industries. This operational model transforms the provision of resource from the inflexible 'just-in-case' basis 'to a dynamic 'just-in time' basis.

The economic challenge for organisations is how to make progressive self funding moves toward adopting a private cloud /utility computing model?

**That's exactly where we come in.....**

As long time IT industry veterans (25 years on average) we understand the huge, self funding, cost saving approaches for managing existing infrastructure much more efficiently

We assembled the required leading automated analysis tools to uniquely provide vital insight into optimizing virtualized and dedicated operations.

In reality, the supply of these advanced tool-sets has been controlled by many of the professional services organisations, deploying them on customer sites themselves, to both save them considerable time and money, whilst also enabling them to control the flow of information.

Sanalyse Technologies Ltd. takes the totally opposite approach; we provide our portfolio of award winning infrastructure analysis tools directly to our customers and provide all users with full training support.

Putting it simply....

**Sanalyse Equips IT Operations for Optimal Cloud Computing...**



## TEK-TOOLS™

### Web Based Monitoring Tools

- VIRTUALIZED ENVIRONMENTS
  - END-TO-END MAPPING
- SERVERS
  - THRESHOLD ALERTING
  - DATA CLASSIFICATION
- APPLICATIONS
  - DATABASES
  - EMAIL SERVERS
- STORAGE -SAN, NAS, DAS, CONFIGURATIONS
  - OPTIMIZATION - UTILISATION
  - PERFORMANCE – CROSS DOMAIN
  - CAPACITY - FORECASTING
- BACK-UP PROCESSES
  - COMPLIANCE
  - MEDIA MANAGEMENT
  - SERVICE LEVELS AGREEMENTS

## StorageFusion™

### STORAGE SaaS REPORTING SERVICES

- RECLAMATION /CONFIGURATION AUDIT
- MONTHLY SAN HEALTHCHECK SUBSCRIPTION
- MIGRATION TRACKING



## The Sanalyse Concept....

### Why Equip IT Operations in this way?

**This concept of equipping IT Professionals to optimize their expensive infrastructure was developed in response to the emerging trends surrounding the Cloud Based / Utility Computing model.**

The increasing economic acceptance of developing an in-house Private Cloud / Utility Computing capabilities for the provision and delivery of IT resources is prompting an entirely new re-think of infrastructure resource provisioning and operational conventions.

This isn't an entire revolution, the industry has been progressively moving toward the Private Cloud / Utility Computing model for some time now through the following stages;

#### 1. Consolidation

The first phase in this development was the 'Consolidation' of server and storage resource into a common resource pool, financially justified through the economic and environmental gains delivered through the emergence SAN/NAS storage and of server virtualization technology.

#### 2. Virtualization (The primary catalyst for change)

The next critical economic stage is to now ensure that optimal use of this expensive centralized pool of IT resource is being truly achieved.

Are your virtualized servers capable of accommodating more images?  
What are the precise capacity utilization levels of your storage assets?

Many industry commentators argue convincingly that virtualization has a long way to go in terms of increased densities (Gartner Virtualization Report) a previously limiting factor has been the lack of accurate cross domain reporting of utilization and performance levels at each element of the utility stack (applications > physical servers > virtual machines > storage).

#### 3. Optimization

This new critical economic and operational step is to ensure optimal use of the existing expensive infrastructure is achieved through establishing a new resource analysis capability that provides a balanced view between utilization and performance levels at each element of the Utility stack.

This must critically alert the operations team to any actual or impending bottlenecks or hot spots. It must also enable forecasting of resource requirements based on actual growth rates and minimize operational risk through extensive root cause analysis and what if modeling capabilities.

#### 4. Progression Toward Cloud Computing

This Advanced Infrastructure analysis and reporting at each element of the Utility computing stack is a pre-requisite for the transformation to providing IT resource on a dynamic Cloud / Utility Computing basis.

The Sanalyse Technologies Ltd.  
Management Team

Mike Higgins Managing Director  
& Brian Doyle Technology Director

As IT Infrastructure specialists we are a leading specialist provider of independent analysis, monitoring and reporting software tools.

Our aim is simply to equip and train our customers, through the use of advanced tool-sets to optimize the utilisation efficiency and system performance of their IT infrastructure, in-house, independently of professional services firms.

Through our extensive IT industry experience and international network of specialist infrastructure partners we are able to provide insight into the latest industry trends from around the globe.

This is something we are always happy to openly share with our clients on a regular basis.



## Sanalyse™ Software Partners

Sanalyse Technologies assembled its extensive portfolio of advanced automated software tools from the recognized global technological, hardware vendor independent leaders in the field of IT infrastructure resource optimization. Each of our software partners products are well validated by most importantly, an impressive array of international users and in addition have reached critical acclaim by the world leading technology analysts.

As we repeatedly state; our aim is to place these advanced tool sets directly into the hands of the professional's that are required by their employers to achieve optimal output from their IT infrastructure investments. In order to support our client's implementation of these simplified tool-sets, we provide a hands-on, knowledge transfer approach from our technical team, all of which are trained and accredited in the use of these products by our respected software partners



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SOFTWARE

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