



DELL EQUALLOGIC INTEGRATES WITH AKORRI BALANCEPOINT

FOR COMPLETE VIRTUAL INFRASTRUCTURE MANAGEMENT

Akorri BalancePoint is an agentless virtual appliance management solution that installs quickly and makes virtualization management simple. BalancePoint uses advanced analytics to help troubleshoot problems faster, improve visibility, and help optimize performance and capacity utilization across applications, servers, and storage.

SOFTWARE PURPOSE-BUILT TO MANAGE VIRTUAL INFRASTRUCTURES

While growing numbers of enterprises are turning to virtualization technologies to increase operational flexibility and efficiency, these technologies can also increase complexity. Virtualized environments can be difficult to control because of the tremendous growth in the number of virtual server objects under management. Virtual machine (VM) "sprawl" and migration can result in resource contention, complicating efforts to guarantee consistent performance network-wide. Moreover, companies often find that their traditional management software was not designed to work with virtualization. This mismatch can often lead to excessive troubleshooting time, increased storage costs, and a squandering of server virtualization's savings.

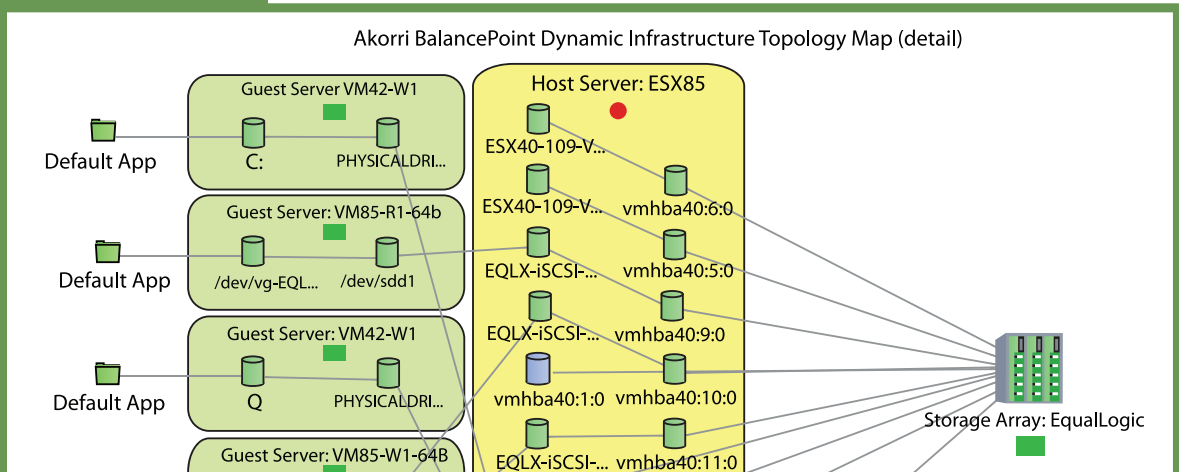
To make virtualization work, you need to use servers, storage and management systems that are purpose-built for virtualized environments. A complete solution based on Dell server technology, Dell EqualLogic™ PS Series SANs, and Akorri BalancePoint can enable virtualization success. An integrated deployment of this complete infrastructure solution in conjunction with market-leading virtualization platforms can help enable better application performance, low total cost of operation (TCO), and better management visibility.

VIRTUALIZATION MANAGEMENT MADE SIMPLE

With their ease-of-use, storage virtualization, and automation features, EqualLogic SANs provide a flexible means for managing storage resources, gracefully scaling, and reducing overall complexity, resulting in low TCO.

When deployed within a virtualized environment, EqualLogic SANs simplify the tasks and routines by which applications and data are stored and protected. The EqualLogic PS Series arrays share processor and storage resources dynamically, and load-balance allowing efficient implementation of these vital resources.

Akorri's BalancePoint management solution can help IT managers improve the operation of Dell EqualLogic SANs and Dell servers within virtualized environments by enabling resource troubleshooting, optimization and planning in one integrated solution.



BalancePoint integrates dynamic topology maps, cross-domain analytics and comprehensive reporting across the entire infrastructure, from end to end. This powerful combination can enable companies to troubleshoot performance issues across multiple resource domains, optimize resources, maximize performance levels and automate IT processes, thereby streamlining resource management and planning.

COMPREHENSIVE VIRTUALIZATION MANAGEMENT FEATURES

BalancePoint is a virtual appliance that collects data agentlessly across the server and storage infrastructures, processing it in near-real time to automatically identify current and potential performance issues, capacity utilization levels, and configuration problems. The agentless design can eliminate the need to configure, deploy and continuously update agents on every element in the infrastructure. BalancePoint identifies performance and capacity resource dependencies for each application running on the virtualized infrastructure, automatically defining a “fingerprint” for each. It next creates an end-to-end topology map for each application, showing every element in the topology with the potential to affect application performance, and indicates existing and potential points of conflict. This model is dynamic and automatically updated. BalancePoint examines the I/O infrastructure to determine which parts are shared by applications, and flags existing and potential points of contention, bottlenecks, and hot spots.

EqualLogic SANs deliver the benefits of consolidated networked storage in a self-managing, iSCSI storage area network that is affordable and easy to use, regardless of scale. By eliminating complex tasks and enabling fast and flexible storage provisioning, EqualLogic solutions help to dramatically reduce the costs of storage acquisition and ongoing operations.

As integrated with Dell EqualLogic SANs and other virtualization components, BalancePoint provides a comprehensive set of management capabilities, including:

- **Dynamic Infrastructure Topology Maps** – Enable IT managers to quickly identify performance bottlenecks across virtual and physical applications, servers and storage.
- **Application Contention Analysis** – Quickly resolve application contention issues that can be the root cause of application performance issues and indicate that additional server or storage capacity may be required.

- **Cross-Domain Management Reports** - Including *Scorecard Reports* for Overall Assessments and health checks; *Best Practice Reports* that utilize a rules engine to check customer configurations against a set of industry-standard and vendor-specific best practices; and *Chargeback Reporting* for virtual and physical servers, which automatically calculate utilization for each VM and virtual server across IT domains.
- **Storage Capacity Forecast Analysis** - An assessment of when Dell EqualLogic storage capacity allocated to each VM, server, or application will reach specific thresholds or be fully consumed, data that can be instrumental in planning for future growth and storage capital expenditures (CAPEX).
- **Rapid Deployment** - In VMware environments, BalancePoint can be easily deployed as a virtual appliance; its agentless data collection design means BalancePoint quickly integrates with Dell EqualLogic SANs, and is up and running in most virtual environments within a few hours.
- **Immediate ROI** - BalancePoint can help customers achieve rapid cost savings by eliminating inefficient troubleshooting processes, increasing consolidation ratios, and improving storage utilization rates.

MANAGING VIRTUALIZATION AT EVERY LEVEL, ACROSS IT DOMAINS

As organizations apply virtualization techniques to production applications, they need to manage both utilization and performance across the entire virtual infrastructure, from desktops to storage. With its integrated dynamic topology maps, cross-domain analytics and comprehensive reporting, BalancePoint enables companies to troubleshoot performance issues across multiple resource domains, optimize resources to achieve performance-aware utilization levels and and automate IT Infrastructure Library®(ITIL) processes to streamline resource evaluation and planning

EqualLogic SANs offer design attributes uniquely suited for virtualized IT environments, with their multiple protection features, advanced automation and highly integrated components, while Akorri BalancePoint helps IT administrators effectively improve the operation of Dell servers and storage in virtualized environments by supporting performance, management, resource troubleshooting, optimization and planning operations in one integrated solution.

