

Latisys partners with Virima Technologies to assist datacenter migrations

Analyst: Michael Levy, Stefanie Beaubien

Migrating from an enterprise datacenter can be a tedious and daunting task. Latisys and Virima Technologies have teamed up to provide customers with a smoother transition to the multi-tenant datacenter (MTDC) model. Virima will offer Latisys customers its DCT FastPath service, which will assist with migrating IT infrastructure into Latisys's datacenters. The services provided by Virima will help customers make the often difficult decisions, including infrastructure requirements and risk management, associated with datacenter migration.

Latisys's facilities in northern Virginia, Chicago, Denver and Irvine will be strategically paired with customers based on the results delivered by Virima's DCT FastPath. The goal is to locate each customer to the ideal facility or facilities based on the needs of the individual company. This partnership will allow Latisys to fine-tune its migration capabilities to better serve its nationwide customers through automated processes and functions.

About Virima

Virima is a professional services and software vendor that assists and accelerates datacenter migrations, consolidation, virtualization and IT operations management. Palaniswamy Rajan and Nandu Nandakumar, now CEO and CTO, founded the company in 2006 in Atlanta, Georgia. In 2010, Virima merged with S2N Solutions, bringing together S2N's consulting methodologies with Virima's ERP software. Greg Spence, former CEO of S2N Solutions, now serves as the executive vice president, consulting services. Virima not only licenses its datacenter-specific ERP, the Ecosystem Manager, to datacenter operators, but also leverages the tool for its consulting practice, which provides a service known as DCT Fast Path. Over the past year, Virima has focused on forming partnerships with MTDC providers to facilitate tenants' migration into multi-tenant environments.

DCT FastPath

DCT Fast Path is Virima's consulting service, which facilitates a client's datacenter transformation, assisting with strategy, program management, discovery, analysis, design, implementation, testing, migration and operational management. Drivers that lead customers to leverage DCT FastPath may be a lack of space, power or cooling, a desire to decrease capex spending, impending end of lease or resource issues. DCT Fast Path combines

Virima's consulting experience with its proprietary EcosystemManager tool. The EcosystemManager is leveraged specifically during the advisory stage of program management, discovery and operational management. The primary purpose of DCT Fast Path is to manage risks and keep datacenter transformation projects in line with business goals, whether it be consolidating workloads or putting applications into a cloud environment. Virima's final recommendation often involves leveraging multi-tenant products, including wholesale datacenter, colocation, managed hosting or cloud services.

DCT FastPath success

SITA, an air transport communications and IT services specialist, needed to consolidate seven datacenters located in North America, Europe and Asia. Virima's program and technical project managers, chief architect, solution architects and technical subject matter experts worked with SITA to build two datacenters that would accommodate all of SITA's data needs. SITA tasked Virima with identifying application and migration requirements, optimizing system design, addressing performance issues, improving storage and disaster recovery capabilities and on-boarding new airline clients to the SITA platform.

EcosystemManager

The EcosystemManager was designed to simplify and reduce costs of moving assets and applications. What is most interesting about the software suite is it takes into account the social aspect of datacenter transformation projects by communicating verbally to operators via email or mobile devices. The EcosystemManager includes two applications, the ValueChain Manager and DCXpress.

ValueChain Manager includes the following features:

- Connections Manager: a data correlation engine.
- Ecosystem Management: structured and unstructured document management.
- Autonomic Computing Engine – a confidence calculator and social discovery engine.
- Blueprint Manager: an ecosystem entity modeling application.
- Visibility Manager: a value chain mapping application with topology views, executive dashboards and SLA management.

DCXpress includes the following features:

- Program and Project management: an application that organizes knowledge, work streams and schedules.
- Projects: an application that catalogues actions, milestones issues, risks.
- Move Groups: a dependency and relationship manager.
- Dashboard: an overview and status of all project work streams.
- Data Center Inventory: an application that discovers and catalogues all physical systems, virtual systems and applications.

T1R take

As T1R has previously written, onboarding equipment and data into any DCIM software is not an easy task. Since the EcosystemManager purportedly uploads, translates, understands

and processes data points from multiple sources that use different languages (including data from manually logged spreadsheets, various DCIM products and direct data outputs from infrastructure systems), onboarding is particularly complex. Virima, however, has prudently decided to emphasize the consulting element of its business to attract clients to the software suite by saving them from the trials and tribulations of onboarding. Instead, Virima leverages its human capital to expediently install the software for its users.

T1R received a demo of the EcosystemManager and believes the project management tool provides an extremely valuable high-level, real-time view of a datacenter's infrastructure, processes and particularly, people (made possible by Virima's autonomic social engine). That is, after all information sources are linked to the software and digested. We can see why Latisys, in particular, would be disposed to forming a partnership with Virima. Since the MTDC provider's key differentiator is high-density capacity, incoming clients naturally seek to consolidate their systems into denser configurations, which is often a complicated initiative. On the pre-sales level, Latisys not only needs to convey the benefits of high-density computing, but also needs to communicate that migrating to such configurations is doable and cost effective. With Virima's services and tools at hand, Latisys is better equipped to convince potential businesses it offers the preferable approach.

Reproduced by permission of 451 Research; copyright 2011. This report was originally published within 451 Research's Daily T1R service.

For additional information on 451 Research or to apply for trial access, go to: www.451research.com