The Future Of Converged Infrastructure And Integrated Systems

Report 2: User Wants and Needs

Scope

This report is a summary analysis of 31 in-depth expert interviews with customers using Converged Infrastructure and Integrated Systems (CI and IS). Customers interviewed included both enterprise and service providers. Executives interviewed included those responsible for the decision making process for acquiring CI and IS infrastructure. In addition to our survey we also analysed 126 vendor case studies covering their Converged Infrastructure and Integrated System offerings.

The geographic scope of the research is Europe, Middle East and Africa, although we also have reports covering worldwide, the Americas and Asia Pacific for those who need them. This report presents the views of the whole sample of respondents. We can deliver information by chosen supplier on request for those who need the detail.

This user perspectives report is part of a series of three, which includes competitive analysis (report 1) and market sizing and forecast (report 3).

Target audience and questions answered

- Systems vendors - gain insight into your competitors Enterprise, Datacentre and CI and IS strength, weaknesses, focus areas, positioning and roadmap

- Software or computing management platform vendors - gain insight into server, storage and networking infrastructure usage, strategies and trends

- Storage or networking vendors - gain insight into server and software infrastructure usage, strategies and trends

- Startup vendors - get insight into market opportunities not yet addressed by established vendors

- Data centre infrastructure manager or service provider CTOs - get insight into your peers' wants and needs, vendor roadmaps and vendor strengths and weaknesses

Details and price

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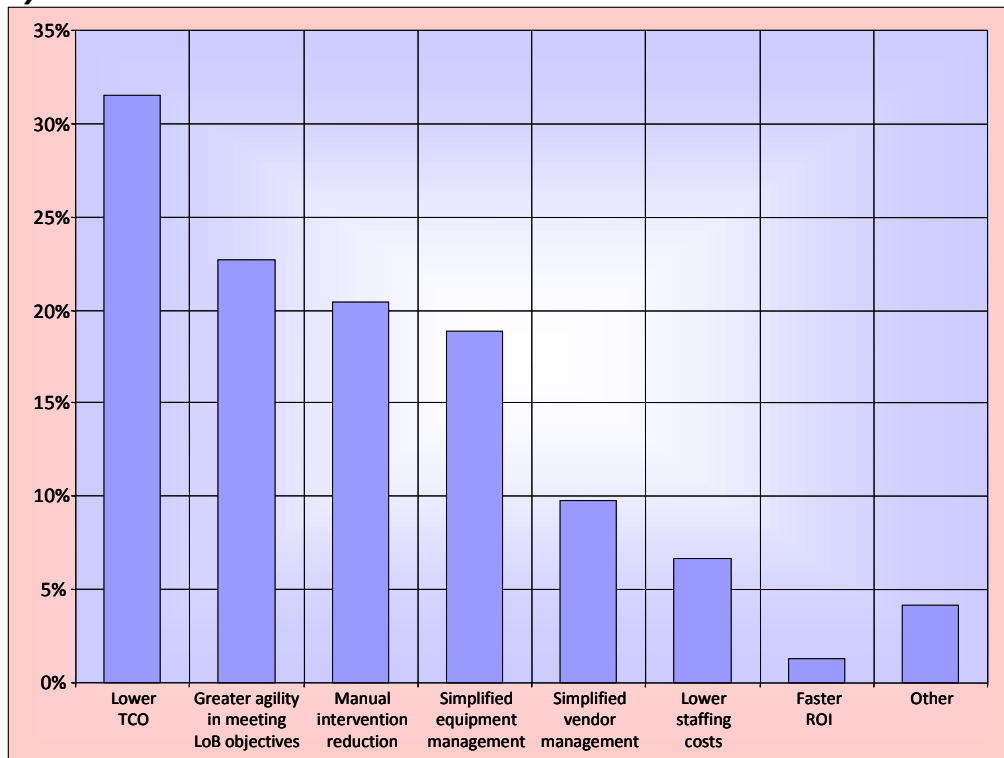**Author(s): Martin Hingley and Pim Bilderbeek**
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Highlights

Expert Interview Analysis - How Users Rate the Advantages of Integrated Systems

Users rate lower Total Cost of Ownership (32%) as the biggest advantage of Integrated Systems followed by greater agility in meeting the objects set by Line of Business (23%) and the reduction of manual intervention in managing systems (20%). Very few have had enough time to measure the Return on Investment, which was the lowest scoring answer (just 1%); similarly few had experienced lower staffing costs, although some reported than they were now able to manage a wider estate of data centre equipment using the new-style systems. Verbatim user quotes include:

- "It reduced application deployment from 3 months to 3 weeks."

- "We don't use fewer people, we do more work with the same number…"

- "My industry is always looking for cost savings – we can deliver that with CI and IS while keeping a high level of reliability."

- "You don't have to send the infrastructure and network team off round the world if you handle all configurations remotely."

The TCO savings tend to be in overall system costs and internal salaries, since vendors charge for pre-integration, adding it to the price of server, storage, networking and infrastructure software elements.

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