

# HOW DID OCSL SAVE A HOSPITAL TRUST £830k?

2007  
Preferred Partner



OCSL

# Consolidation will help you increase the efficiency of your IT infrastructure and save you money.

## Recent scenario for NHS Hospital Trust

Continue With Distributed Servers & Storage	Consolidate Servers & Storage
<b>NEW SOLUTION</b>	
N/A	<p>2 x Enterprise Virtual Arrays (EVAs) with 30 TB of Disk Storage</p> <p>Software to dramatically reduce back-up windows and to allow the two EVAs to copy data to each other in real time. This latter means that data is protected even if one array is destroyed by a major catastrophe</p> <p>Storage Essentials software to manage the SAN</p> <p>15 Blade Servers (105 Virtual Servers)</p> <p>15TB Virtual Tape Library</p> <p>VMware Licences for Virtual Servers</p> <p>All necessary switches, management servers, project work, services and 5 years of support</p> <p>£665,424.38</p>
<b>SUPPORT</b>	
<p>Cost to support existing distributed storage over 5 years estimated at:</p> <p>£103,896.00</p>	<p>5 years support is included in new replacement solution.</p> <p>N/A</p>
<b>SERVER GROWTH</b>	
<p>100 standard-type servers will be purchased over the next 5 years at a cost of:</p> <p>£640,000.00</p> <p>N/A</p>	<p>15 Blade servers are required over the next 5 years to provide over 100 Virtual Servers:</p> <p>£98,635.00</p> <p>To run 7 Virtual Servers on each blade (i.e. 105 new servers) needs VMware licences:</p> <p>£63,556.00</p>
<p>200 HBA cards will be needed over 5 years to connect the 100 additional servers:</p> <p>£100,000.00</p>	<p>Blades are connected to the SAN via Fibre Mezzanine cards, included in the additional Blades price.</p> <p>N/A</p>
<b>STORAGE GROWTH</b>	
<p>50TB of additional storage needed over 5 years. Giving an optimistic estimation of 50% disk utilisation, this means:</p> <p>£333,000</p>	<p>New solution includes 15TB of storage on each site (i.e. a total of 30TB of new disk which can be fully utilised due to virtualisation). 10TB can be added to each array (making a total of 50TB) without having to purchase extra enclosures, shelves or software.</p> <p>£41,080.00</p>
<b>MANAGEMENT</b>	
<p>If continuing without SAN then additional IT personnel would need to be employed to manage the non-SAN storage and non-virtual servers. This would total over 5 years:</p> <p>£350,000</p>	<p>Storage Essentials Software for managing the SAN is included in the solution. No extra personnel necessary.</p> <p>N/A</p>
<b>HEAT AND POWER</b>	
<p>To power and cool 100 standard-type servers costs over 5 years:</p> <p>£200,000</p>	<p>To power and cool 15 Blades costs over 5 years:</p> <p>£30,000</p>
<b>TOTAL COST OF OWNERSHIP OVER 5 YEARS:</b>	<b>TOTAL COST OF OWNERSHIP OVER 5 YEARS:</b>
<b>£1,726,896.00</b>	<b>£898,695.38</b>

Call OCSL today on **0845 605 2100** to book a one on one briefing and find out how to consolidate your IT estate.

### CONTACT DETAILS

Name:	
Company:	Position:
Email:	
Address:	
Telephone:	
Fax:	Company website:

Please tick a box

- I'd like to book an appointment to discuss consolidation
- I am interested but need more information - call me to discuss further

We may contact you by mail, telephone, fax, e-mail or other electronic messaging service with information that may be of interest to you for our products. By providing us with your fax number, telephone numbers or email address you consent to being contacted by these methods for these purposes. If you do not wish to receive such marketing information please tick here

**A consolidation strategy from OCSL with HP Storage Arrays, HP Servers and VMware virtualisation software, will increase the efficiency of your organisations IT estate and result in measurable savings.**

**Find out how consolidation could help you - download a white paper from [www.ocsl.co.uk/consolidate](http://www.ocsl.co.uk/consolidate) or call **0845 605 2100** to find out more.**



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