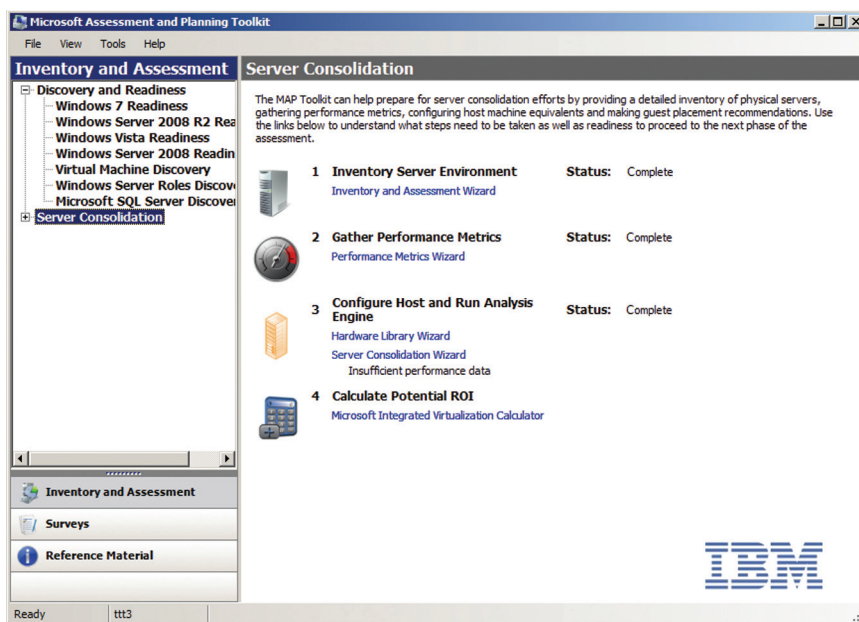


## Accelerate IT planning

*Help your customers virtualize with the Microsoft Assessment and Planning Toolkit for IBM*



While today's business IT consumers are well aware of the increasing need to adopt a virtualized IT infrastructure, the path to scalability, flexibility and energy efficiency is rarely clear. By pairing Microsoft® Windows Server 2008 R2 Hyper-V virtualization technology with IBM® System x® and IBM BladeCenter® servers optimized for Windows Server 2008, these businesses can create reliable, high-performance virtual data centers. But how can channel partners help customers determine the right size and scope for an initial deployment that will deliver on the promise of virtualization?

### Highlights

- Quickly and easily take inventory of customer server environments, determine which servers are underutilized and then generate a plan for a virtual data center based on Microsoft Windows Server 2008 R2 Hyper-V software
- Calculate potential savings and produce quantifiable benefits unique to each customer's IT needs prior to deployment
- Eliminate manual network assessment and virtualization planning and help customers choose the right infrastructure the first time
- Recommend IBM System x and IBM BladeCenter servers as an ideal choice for your customers' virtualized environments
- Auto-generate reports and proposals to speed the sales cycle

### Make IT decisions easy with Microsoft Assessment and Planning Toolkit for IBM

Now you can help potential customers quickly, easily and accurately assess their current IT infrastructure and determine the right IBM server platform to support a virtual data center based on Windows Server 2008 R2 Hyper-V.

The *Microsoft Assessment and Planning Toolkit for IBM* provides powerful inventory, assessment and reporting that scales to support your sales efforts to enterprises as well as small businesses. Providing clear guidance on consolidating workloads with IBM System x and BladeCenter servers running Hyper-V, the toolkit gives you the answers you need to help your customers design a Hyper-V implementation that fits their unique environments.

The Microsoft Assessment and Planning Toolkit for IBM:

- *Quickly discovers clients, servers and applications across customer IT environments—remotely and without the use of software agents*
- *Securely analyzes IT inventory to gather performance metrics and identify underutilized resources and ideal candidates for migration and virtualization*
- *Recognizes VMware virtual servers that can be managed with the Microsoft System Center Virtual Machine Manager 2008 platform or migrated to Hyper-V*
- *Generates consolidation recommendations for both physical and virtual servers, including hardware and device compatibility with Windows Server 2008 R2*

- *Calculates potential savings and return on investment (ROI) with the Microsoft Virtualization ROI Calculator*
- *Recommends IBM System x and BladeCenter servers and IBM best practices ideally suited for your customers' virtualized Microsoft environments*

### **Accelerate sales cycle with data unique to each customer**

With the Microsoft Assessment and Planning Toolkit for IBM, channel partners can quickly and easily produce quantifiable benefits customized to each customer's IT needs. You'll save time and costs by eliminating manual network assessment and virtualization planning—and you'll help your customers save by ensuring they choose the right infrastructure the first time. The toolkit also speeds the sales process by auto-generating reports and proposals that show your customers the benefit of what they are buying, without deploying software agents to production machines.

### **Leverage a flexible, highly reliable platform for virtualization**

Optimized for Windows Server 2008, IBM System x enterprise, rack and tower servers and BladeCenter blade

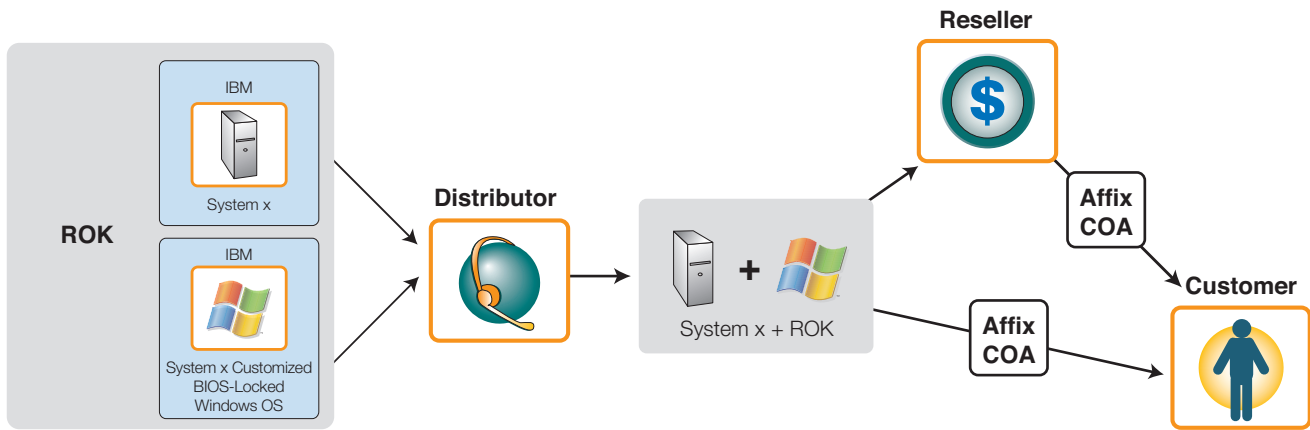
servers offer flexible configurations equipped with enhanced memory, high-speed I/O and industry-leading availability and reliability features to help reduce operating costs, simplify management and keep virtualized infrastructures up and running.

### **Expand delivery options with Windows Server Reseller Option Kit**

Extending this flexibility to Windows Server 2008 licensing, IBM offers the Microsoft Reseller Option Kit (ROK) to allow you to order the System x server and the Windows Server 2008 license you need in any configuration.

Designed to make it easy and affordable for resellers to customize and sell to the end user, ROK provides convenient ordering and inventory flexibility so a reseller can choose which Windows Server edition to install and license on an IBM-branded server.

With Microsoft ROK, you'll get an IBM-tested Windows Server image made for System x servers, including IBM-certified drivers and access to support provided directly from IBM—speeding configuration and deployment and lowering support costs as you help your customers migrate to a virtual data center based on Hyper-V and IBM System x.



### How ROK works

- IBM ships System x to distributor without an OS installed.
- IBM ships ROK directly to distributor.
- Distributor offers System x hardware with ROK to resellers.
- Upon customer order, distributor ships to the reseller. Reseller affixes the COA, installs the OS if requested and ships to the customer.
- Alternatively, the distributor affixes the COA, installs OS on behalf of reseller, and ships directly to the customer.

*Note: While customer can install OS, distributor or reseller must affix COA before System x and ROK are sent to customer*

### ROK product list

- Microsoft Windows Server 2008 (32-bit and 64-bit)
  - Microsoft Windows Server 2008 Standard ROK
  - Microsoft Windows Server 2008 Enterprise ROK
  - Microsoft Windows Server 2008 Datacenter (1 CPU) ROK
  - Microsoft Windows Server 2008 Datacenter (2 CPU) ROK
  - Microsoft Windows Server 2008 Datacenter (4 CPU) ROK
- Microsoft Windows Essential Business Server 2008 (64-bit)
  - Microsoft Windows Essential Business Server 2008 Standard ROK
  - Microsoft Windows Essential Business Server 2008 Premium ROK
- Microsoft Windows Small Business Server 2008 (64-bit)
  - Microsoft Windows Small Business Server 2008 Standard ROK
  - Microsoft Windows Small Business Server 2008 Premium ROK
- Microsoft Windows HPC Server 2008 ROK (64-bit)
- Microsoft Windows Server CAL (Client Access License)
  - Device and User CAL



## For more information

To learn more, please contact your IBM marketing representative or IBM Business Partner, or visit the following Web sites:

- Microsoft Assessment and Planning Toolkit for IBM  
[ibm.com/systems/management/director/partners/microsoft/](http://ibm.com/systems/management/director/partners/microsoft/)
- Microsoft virtualization on IBM System x and BladeCenter servers  
[ibm.com/systems/x/solutions/os/windows/virtualization.html](http://ibm.com/systems/x/solutions/os/windows/virtualization.html)
- IBM ROK for Microsoft Windows Server  
[ibm.com/systems/x/solutions/os/windows](http://ibm.com/systems/x/solutions/os/windows)
- Virtualization with Hyper-V  
[www.microsoft.com/windowsserver2008/en/us/hyperv-main.aspx](http://www.microsoft.com/windowsserver2008/en/us/hyperv-main.aspx)
- Microsoft Virtualization ROI Calculator  
[www.microsoft.com/virtualization/tco-roi.msp](http://www.microsoft.com/virtualization/tco-roi.msp)

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IBM Systems and Technology Group  
3039 Cornwallis Road  
RTP, NC 27709

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September 2009  
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