ENGINEERING PHARMACEUTICAL INNOVATION







Virtualized Development & Deployment

Driving Efficiencies and Cost









Agenda

- Virtualization Overview
- Benefits / Issues of Virtualization
- Future Trends
- Development Environment
- Deployment Experience

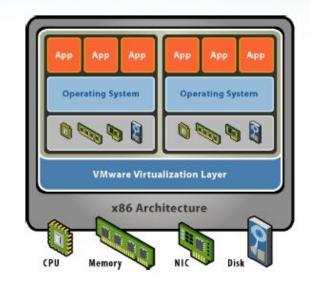






Virtual Categories

- Server virtualization (Common Reference)
 - Hypervisor Type 1 (Native / Bare metal)
 - Hypervisor Type 2 (Hosted)
- Desktop virtualization (Next Wave)
- Cloud (Future Wave)









BENEFITS







Why Virtual – Client Perspective

State of Infrastructure Today

Server Sprawl

- 36M physical x86 servers by 2011¹— a ten-fold increase in 15 years¹
- \$140 bn in excess server capacity a 3-year supply²

Power & Cooling

- 50c for every \$1 spent on servers²
- \$29 bn in power and cooling industry wide²

Space Crunch

- > \$1,000 / sqft²
- \$2,400 / server²
- \$40,000 / rack²

Operating Cost

- \$8 in maintenance for every \$1 spent on new infrastructure²
- 20-30 : 1 server-to-admin ratio³



IDC, U.S. and Worldwide Server Installed Base 2007–2011 Forecast, Doc #207044, May 2007

IDC, Virtualization And Multicore Innovations Disrupt The Worldwide Server Market, Doc #206035, March 2007

Source: VMware

Why Virtual – Client Perspective

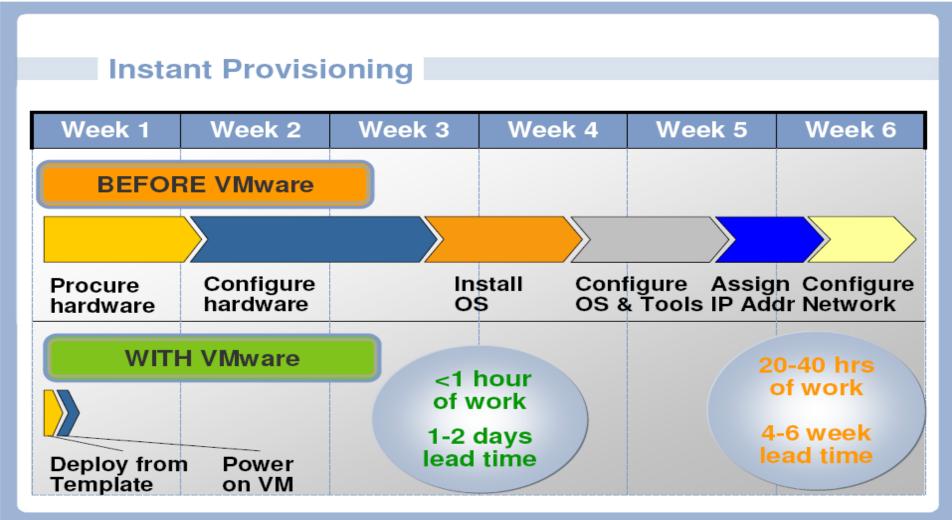
State of Infrastructure with Virtualization

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	BEFORE VMware	AFTER VMware	SAVINGS
Servers	1000	80	\$5,816
Network Switches	84	10	\$296
Power (kWh)	407	52	\$759
Cooling (kWh)	509	64	\$949
Real Estate (Sq ft)	2053	257	\$431
Total Savings (Over 3 years)			\$8,251*



^{*} Note: Savings include estimated cost of VMware licenses, Support and Subscription

Why Virtual – Integrator Perspective



Comparison

Virtual Server

- Supports Green objectives
- Enables Space Management
- Flexibility / Share Resources
- More Complex / Costly for Smaller Solutions?
- Difficulty in Monitoring / Management
- Vendor "Support"





Virtual Desktop

- Thin Client Support
- Quick Desktop Provisioning
 / Replacement
- Centralized App Mgmt.
- High Reliability / Quick Recovery
- Built-in Redundancy
- HMI Sharing



Comparison

Virtual Server

- Consolidation
- Self Hosted & Self Managed
- Highly Secure and Compliant

"Private" Cloud

- Elastic / Self-Service
 Platforms
- Self-hosted
- Catalog Based Services
- Chargeback Models
- More secure than Hybrid or Public / Shared Clouds
- ? Compliant ?







Vendor Support

Is accurate timing important?

The virtualized system clock is directly affected by resource utilization on the physical host system. The more heavily-utilized the physical system is, the less reliable the virtualized system clock becomes. The result is a virtual system clock that slows and accelerates relative to real-time.







Vendor Support

<vendor>Technical Support will not require clients running on VMWare ESX to recreate and troubleshoot every issue in a non-virtualized environment; however, <vendor> does reserve the right to request customers to diagnose certain issues in a native operating system environment, operating without the virtual environment. <vendor> will only make this request when there is reason to believe that the virtual environment is a contributing factor to the issue.







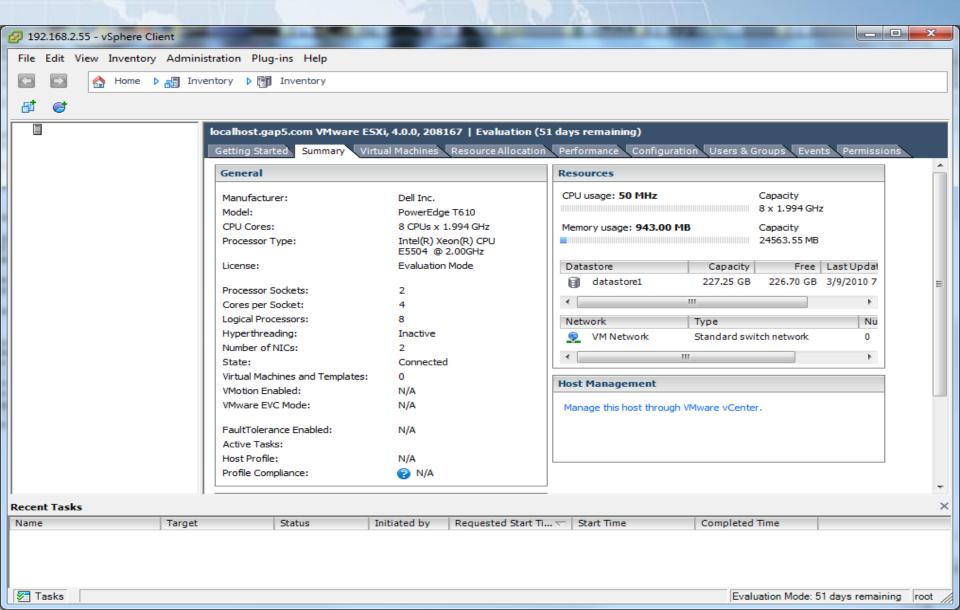
DEVELOPMENT ENVIRONMENT



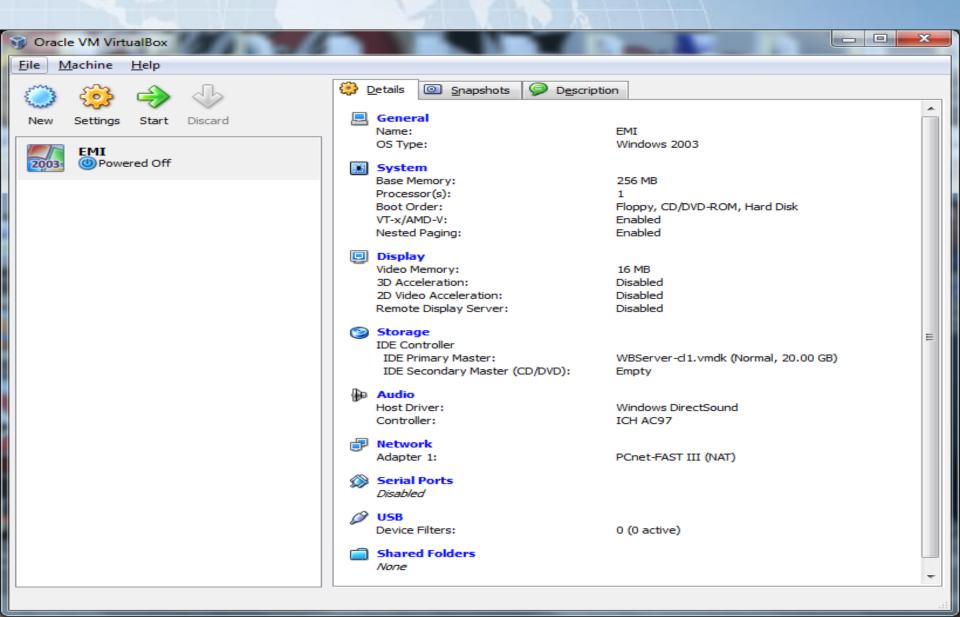




Collaborative Development



Small Projects

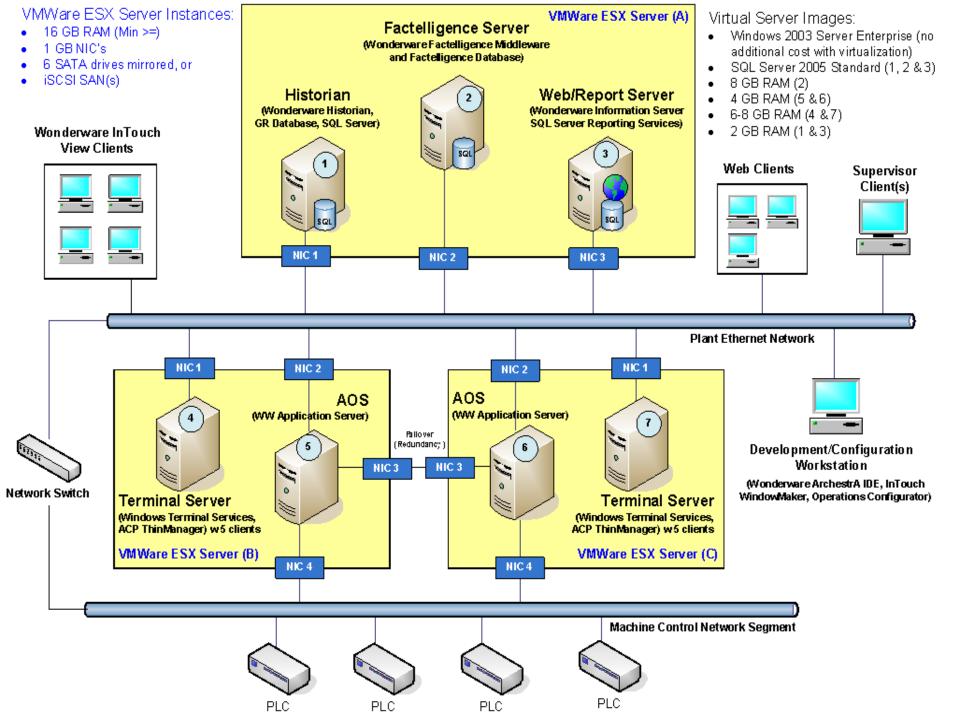


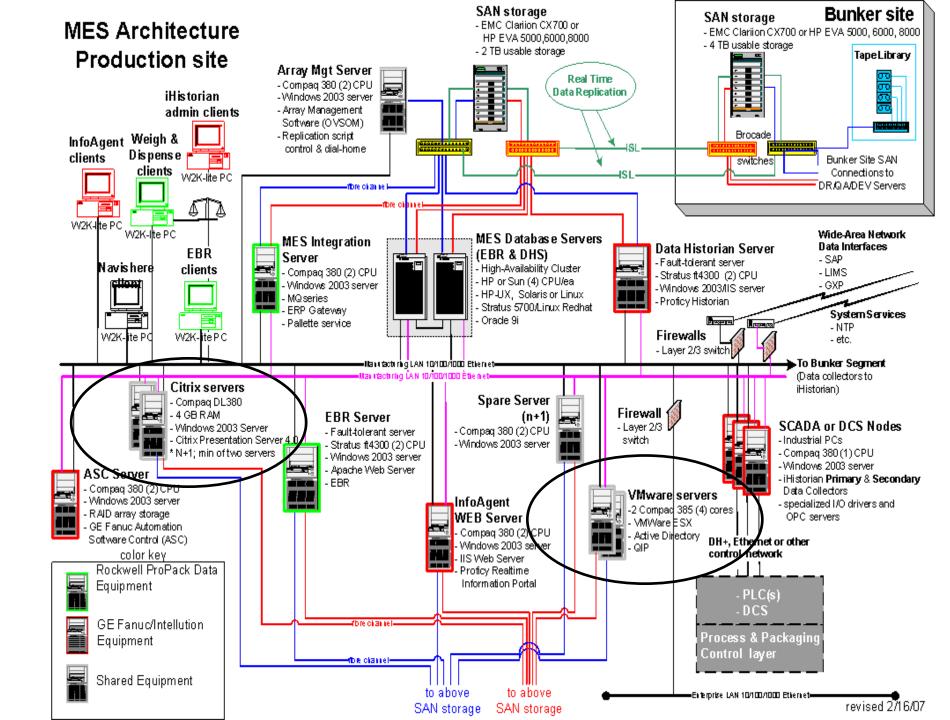
DEPLOYMENT EXAMPLES











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