

## Using FlexPOD for Infrastructure as a Service (IIAS)

What does FlexPOD do?

- Blur the line between private and public clouds
- Creates automatic chargeback for cloud usage
- Facilitates user deployment
- Simplifies IT operations

What I found really compelling about FlexPOD is that it solves the problems introduced from many VMware deployments:

- Users perceive VMs as “free”. Since they’re free, users don’t manage these resources as tightly as a “real” server with associated capital costs. VMs are created for spot use and then not removed when the need passes.
- IT departments are understaffed and cannot meet the immediacy of today’s business needs.
- Decreasing budgets for IT forces higher review and approval before necessary equipment is procured. This causes o right size the VM environment efficiently.

Let’s talk about a real life scenario. The engineering department is deploying a new product and needs a few servers to run validation software against this product. IT is saying the project is behind 10 other projects and will be delivered in two months. The engineering department cannot release the new product until validated.

Without FlexPOD, the choices available are poor:

- Engineers deploy their own server or VM environment. Building IT is not a core competency so is inefficient.
- Engineering waits for 2 months – product revenue is deferred
- 3<sup>rd</sup> party is procured – expensive for people and resources

With FlexPOD, the project becomes manageable:

- Engineers deploy their own server – under the strict adherence to IT best practices through a GUI. The server can be deployed locally...or in the cloud with very little difference to the user.
- IT can bill back to the department the cost of implementation.
- Cost optimization is possible. IT can “right size” datacenters and cloud deployments based on users needs and can quickly move from cloud to enterprise as costs change.

Here’s Cisco’s white paper on a FlexPOD deployment:

[http://www.cisco.com/en/US/solutions/collateral/ns340/ns517/ns224/ns836/white\\_paper\\_c11-604559.pdf?&cnvrt=true&ad\\_id=US-DC-Cloud-M-VMTDCforSaaS](http://www.cisco.com/en/US/solutions/collateral/ns340/ns517/ns224/ns836/white_paper_c11-604559.pdf?&cnvrt=true&ad_id=US-DC-Cloud-M-VMTDCforSaaS)