



09/10/2012





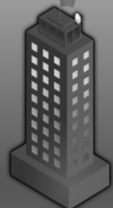
ProfessionalVMware

How many turtles can you fit on a rock?

Andrew Mauro – <http://vinfrastructure.it>

CHALLENGES FOR VIRTUALIZING SMALL BUSINESS

SCENARIOS

|  Home |  Small Business |  Midsize Business |  Corporate |  Enterprise |
|---|---|---|--|---|
| Multi-PC, Broadband Connected Homes | <25 PCs 1-49 employees | 25-500 PCs 50-1,000 employees | 500-1,000 PCs 1,000 -5,000 employees | >1,000 PCs >5,000 employees |
| 40M+ | 33M | 1.2 M | 17K | 2K |
| 80M+ Entities, 67% of Servers | | | 19k Entities, 33% of Servers | |



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SMB SEGMENT

- × Small and Medium-sized Businesses

- × Size

 - + Micro: up to 10 employees (small offices - SOHO)

 - + Small: between 10 and 50 employees (EU)

 - + Medium: between 50 and 250 employees(EU)

 - × Also 500 and more in USA

- × SME

 - + Small and Medium-sized Enterprises



SMB PRO VS. CONS

× Constraints

- + Budget
- + IT staff
- + Heterogeneous
 - × Both client and server side

× Advantages

- + Flexibility
- + Flat C-level
- + More pragmatic



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SMB VS. ENTERPRISE

- × Similar requirements

- + Availability level

- + SLA

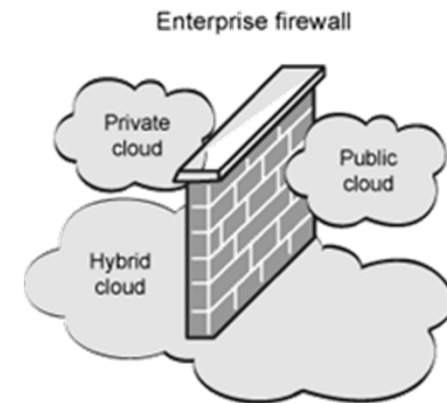
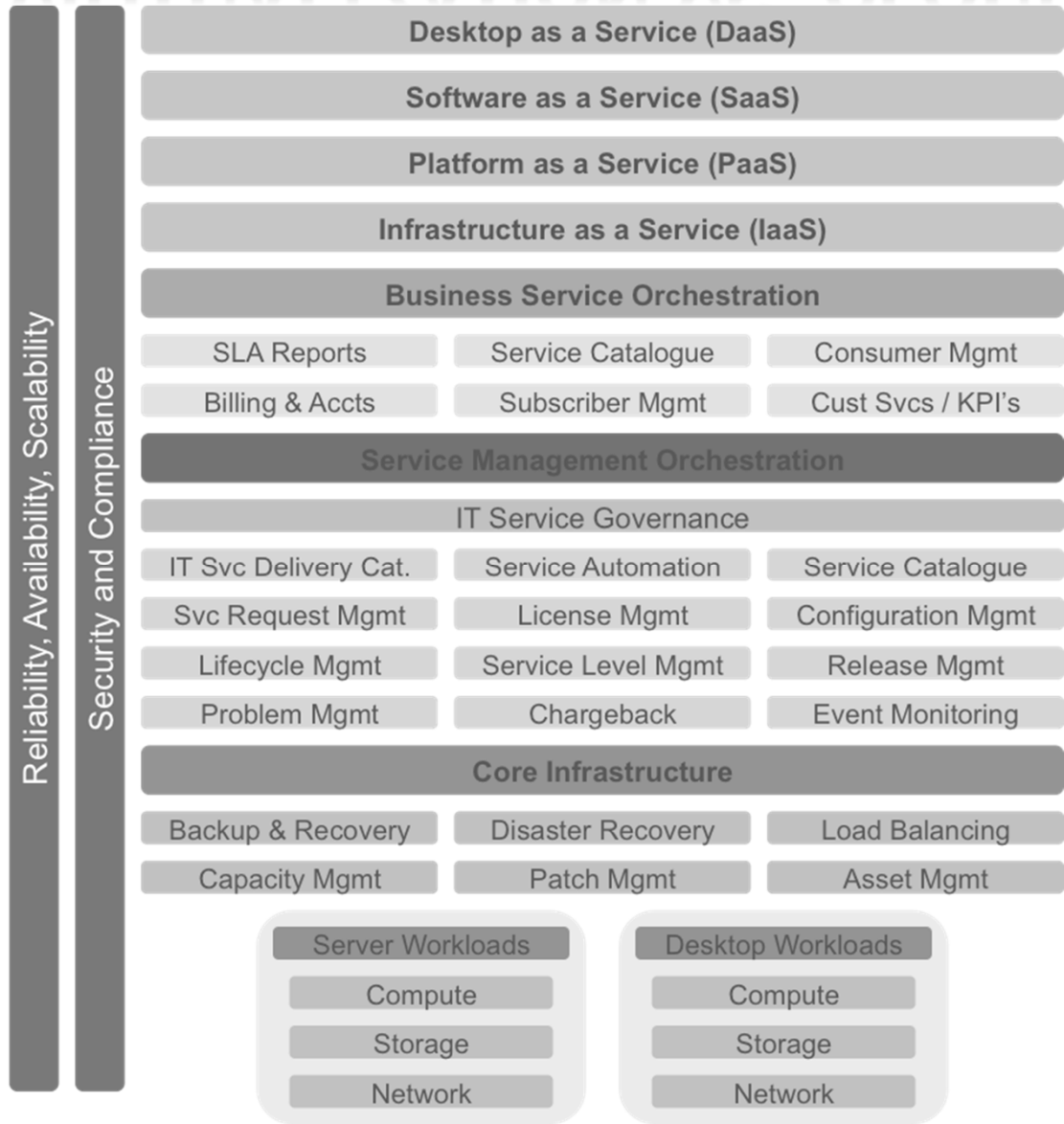
- + BC/DR

- × Different constraints

- + ...



VIRTUALIZATION VS. CLOUD



MISTAKES TO AVOID

- ✘ You cannot sacrifice everything for the budget
 - + Reasonable design
 - + Backup solutions
- ✘ BYOES (Build Your Own Enterprise Solution)
 - + Lack of support
 - + Lack of availability



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SOME SCENARIOS

- ✘ Very small company
 - + Public Cloud at SaaS or ITaaS level
- ✘ Small/Medium
 - + Virtualization
- ✘ Medium with different divisions
 - + Private Cloud
- ✘ ROBO (Remote Office / Branch Office)
- ✘ CoIT



MORE INFORMATION

- × This slide

 - + <http://vinfrastructure.it/en/>

- × Blog post

 - + Approaching the SMB segment

 - × <http://vinfrastructure.it/en/2012/10/approaching-the-smb-segment/>

 - + VMware solutions and products for SMB

 - × <http://vinfrastructure.it/en/2012/10/vmware-for-smb/>

