

## BUSINESS BENEFITS

Sun can help you simplify your datacenter with products, technologies, and services that offer ease of deployment, better resource utilization, higher levels of dependability, and lower total cost of ownership throughout the life of your systems. Key benefits include:

- > Address space, weight, cooling, and power requirements and restrictions
- > Support multiple tactical missions with a flexible, high-performance computing platform
- > Accommodate heterogeneous operating systems and key chip platforms
- > Enable simple and fast reconfiguration of systems to support a variety of missions
- > Reduce operating costs
- > Establish a low-cost path for technology refreshes and future upgrades

## WITH SUN, YOU CAN ACHIEVE...

50% to 80% decrease in footprint  
70% to 80% increase in server utilization  
30+% decrease in power consumption

### LEARN MORE ABOUT WHAT YOU NEED TO KNOW

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## SUN DATACENTER OPTIMIZATION SOLUTIONS

### SUN FACTS YOU NEED TO KNOW

## A BUSINESS STORY

The United States Navy has 340,000 active duty personnel and a total workforce of nearly 650,000. Its mission is to "maintain, train and equip combat-ready Naval forces capable of winning wars, deterring aggression, and maintaining freedom of the seas." It operates nearly 300 deployable battle force ships and over 3,700 aircraft.

The Navy chose high-performance, low-power Sun Fire™ servers with AMD Opteron™ processors to serve as its main computing platform for a new class of smaller surface ships. Sun's solution provides the Navy with open, standards-based systems that meet its needs for agility in mission deployment and address restrictions on space, weight, cooling, and power.

OPEN, SECURE, EFFICIENT





## INCREASE UTILIZATION UP TO 80% AND IMPROVE MANAGEABILITY

Common themes of CIO strategic plans include initiatives to enable messages to reach all customers and constituents regardless of how they access the information. Sun solutions are optimized to help CIOs meet these plan requirements.

The datacenter is the heart and soul of an organization — it provides far more than just the technology aspect of a business. But the average datacenter has grown extremely complex. New technologies, fast growth, acquisitions, data explosion, and increased security concerns have driven complexity up and utilization rates down.

Reducing the number of redundant systems decreases both cost and risk while removing distractions from the performance of organizational goals. Competitive selection among public and private service providers leverages economies of scale, reduces costs, and increases the quality and consistency of service. Sun has a successful track record helping customers reduce costs, deliver predictable service levels, improve manageability, boost IT resources, and apply eco-friendly best practices to optimize their datacenters.

### Reduce costs

- > Consolidate to a Sun platform running a common open-source Solaris™ Operating System (OS)

- > Support fewer applications and systems
- > Consolidate larger backup operations to a SAN environment, eliminating “islands” of storage backups
- > Consolidate to fewer servers and use partitioning technologies to allocate and share existing resources

### Deliver predictable service levels

- > Increase system utilization to meet resource demands
- > Keep applications available and negate single points of failure with full hardware redundancy
- > Reduce planned and unplanned downtime by hot-swapping components without bringing the systems down
- > Use mixed-speed CPU support to add faster processors to existing Sun Fire servers

- > Maximize system availability through proactive support services

### Improve manageability

- > Simplify IT management requirements across systems using a common open-source Solaris OS
- > Reduce complexity by consolidating and utilizing partitioning to run multiple applications on fewer servers
- > Gain knowledge through Sun’s professional skills development and learning management systems
- > Move decentralized data to a common file system with data management consolidation

“Through virtualization, we’ve eliminated 40 terabytes of physical capacity, reducing storage power and cooling costs by 60%.”

- Rorie Devine, Chief Technology Officer, Betfair

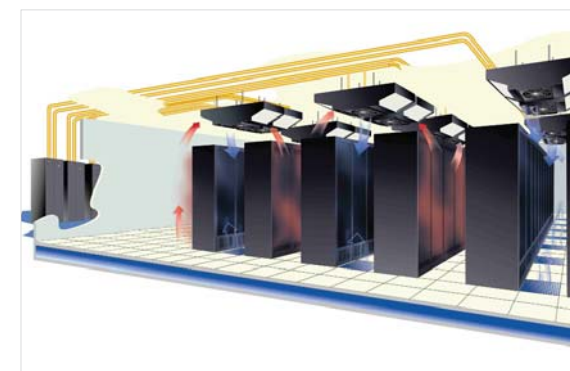
### Boost IT resources

Sun offers a complete set of virtualization services that help organizations to optimize their IT resources and run their datacenter more efficiently. Using the appropriate mix of virtualization technology and processes to meet performance requirements, you can reduce costs and increase ROI — creating better business value through IT. Using Sun’s solutions, you can leverage years of architectural expertise with desktop to datacenter virtualization while speeding up implementation of physical to virtual server and storage deployments.

### Eco optimization for datacenters

According to a 2008 study conducted by Innovative Research, approximately 40% of the power used in the average datacenter is used for cooling costs — 60% of this is wasted because datacenter heat distribution is extremely erratic. Using Sun Eco services to optimize your datacenter, you can:

- > Optimize energy usage by reducing and controlling energy costs through cooling optimization support and remote technical support
- > Decrease wear and tear on equipment by optimizing datacenter air conditioning and air distribution systems — improving energy efficiency



Sun’s smart pod architecture approach

- > Improve system availability through periodic site assessments and enhancing cooling efficiency

### Sun Modular Datacenter

Sun has taken a modular approach to the datacenter to offer virtualization on a totally different scale that meets ever increasing demands for mobility. This innovative approach is realized in the Sun Modular Datacenter (Sun MD), which is a high-density, energy-efficient datacenter configured in a 20-foot standard-size shipping container enhanced for rapid deployment — virtually anywhere.