Networks for today’s business demands

HP Network Lifecycle Services
Networks for today’s business demands

An agile, optimized network is more critical than ever

If your enterprise is connected properly, it provides seamless, secure delivery of rich information, communication, and collaboration anywhere your business takes you and anywhere you take your business.

Whether you are connecting the cloud, connecting people, or connecting, unifying, and virtualizing the workplace, you need wired and wireless networks that are pervasive, seamless, secure, agile, available, and optimized.

Today, we all want the same information, communication, and collaboration experiences at work and at home. That means the quality of the user experience along with user choice—what devices are used, the ability to integrate video/voice/data—is more relevant than ever.

HP Network Lifecycle Services: logical methods to connect your enterprise

With HP Network Lifecycle Services, you can achieve the type of network for today and tomorrow. At the core, our services promote a simplified, secure, optimized, and available network that will:

- Accelerate growth and produce high-value services
- Deliver faster time to market and faster time to service
- Reduce operating costs while improving application delivery
- Mitigate risk from a business and IT perspective
- Support mega IT trends that enable the business

Services that revolve around your business needs

HP connects the enterprise with a comprehensive offering of services and solutions that focus on cloud networks, IPv6, mobility, and unified communications.
• **Evolve to cloud and virtualization technologies**

If you’re committed to the cloud and virtualization, HP offers a pragmatic roadmap to evolve your network. This roadmap prepares your network for private, hybrid, and public cloud traffic, transforms the network to a fully virtualized element of the cloud ecosystem, and allows the network to deliver on the overall IT promise of resource provisioning where and when needed. At every step, it takes into account people, process, and technology.

• **Transition to IPv6**

Growth and innovation on the Internet depends on the continued availability of IP address space—and sustaining this explosive growth requires transitioning to the new Internet IPv6. That’s because IPv6 transformation is a business continuity issue. The time to act is now, and the focus needs to be on developing an IPv6 transition strategy that’s aligned to your business needs.

The HP roadmap for IPv6 evolution consists of a multifaceted undertaking that affects more than the technology infrastructure—because the implications of IPv6 touch every part of IT. HP’s comprehensive suite of IPv6 services can help you in every phase of your transformation, from planning and strategy, through design, implementation, support, and education. We work closely with you to develop a manageable transition plan designed to align the deployment with your strategy. Our approach leverages your existing IT infrastructure wherever possible without introducing risk to the balance of your IT environment.

• **Embrace and enable mobility**

The lines between professional and personal lives are now blurred, as people require access to professional and personal information and communications from anywhere, on any device, at any time. As a result, personal devices and applications have become pervasive in the enterprise environment. HP Planning and Strategy Services helps you define and deliver a mobility strategy based on your specific business needs. Our mobility services framework touches on every aspect of enterprise mobility—from mobility platforms and management, to mobile applications and data, to data sharing and unified communications and collaboration, education, and support services.
• Fully leverage unified communications
Effective and efficient communication and collaboration is more critical than ever in today’s global environment. However, many organizations are faced with aging, inflexible, expensive telephony and network infrastructures and disparate communication systems that often don’t work together. HP’s unified communications services and solutions take into consideration existing infrastructure requirements and seek to integrate the many ways users communicate and collaborate, including voice, video, messaging, and email. Unified communications is as much about managing the benefits and impacts on users as it is about the technology. HP Education Services is also available to help you to adopt new ways of communicating and collaborating.

HP can guide your network transformation
With more than 40 years of global expertise in multivendor networking, HP can help you:

• Transform and optimize your network in support of broader IT initiatives such as cloud, virtualization, software-defined networks, data center consolidation, IPv6, and the consumerization of IT
• Deliver an agile network capable of leveraging technology innovations, quickly enabling your business to enhance its competitive advantage
• Reduce network complexity, as well as telecom and travel costs, without a rip-and-replace solution
• Redefine productivity with new ways of working and integrated communications
• Strengthen your network to promote stability through end-to-end optimization and ongoing support
• Improve your network security to effectively protect your information assets

HP Network Lifecycle Services is enhanced by our comprehensive networking portfolio and FlexNetwork architecture, bringing advanced networking and best-of-breed partner technologies together with proven consulting, integration, mission-critical, and standard support. HP works closely with you at every stage—strategy, design, implementation, operation, and continual improvement.

HP’s comprehensive lifecycle of services includes network strategy services, network design services, network implementation services, and network operations services.

Services that revolve around your business needs
# Network Lifecycle Services

## Strategy and planning

These services define high-level strategies and roadmaps, business case developments, high-level solution design and blueprints, and interoperability and transition strategies. The services include:

- **Transformation Experience Workshop**, an interactive, slide-free session with IT and business decision-makers that defines a high-level transformation roadmap
- **Network business benefits roadmap**, delivered in an interview and workshop style, to facilitate the sharing of network transformation opportunities
- **Network strategic architecture**, designed to align your needs and visions with an actual technology deployment roadmap on which your IT team can deliver
- **Roadmap services**, designed to create a blueprint for transitions from current to future state in complex network initiatives

## Assessments

Typically, the need for assessment and analysis is driven by initiatives such as consolidation, centralization, and virtualization of IT environments—and when you are deploying new applications or technologies. HP network consultants employ a structured methodology to accomplish these objectives by collecting and analyzing detailed data of your network’s characteristics. The services include:

- **Assessment of your end-to-end environment readiness**
  - Detailed report on your current state
  - Gap analysis to best-practices state

## Network Design Services

These services offer detailed network architecture and design for all aspects of your network, utilizing the HP methodology for a converged and virtualized infrastructure. High-availability options, established design principles, the use of network protocols in conjunction with various network topologies, and other considerations are included. The goal is to provide you with a simplified, scalable, resilient network architecture within a best-practices framework that interoperates with existing network footprint and best-of-breed partners. Services include:

- **Architectural analysis and validation**
- **Blueprint and standards**
- **Detailed logical and physical design**
- **Interoperability and testing**
- **Proof of concept**
- **Implementation planning**
- **Documentation and bill of materials**

## Network transformation business case – sample deliverables

- Architectural roadmap
- Solution blueprint
- ITSA workshop
- Implementation master plan

## Assessments – sample deliverables

- Network analysis and recommendations
- ROI/TCO, proof of concept
- Readiness assessment report
- Recommendation and high-level plan

## Architecture – sample deliverables

- Solution architecture blueprint
- Applications Infrastructure
- Performance Scalability
- Reliability/Availability
- Management Monitoring tools
- Proof of concept

## Design – sample deliverables

- Detailed design
- Implementation and transition plan
- Testing plan
- Operations and support plan
- User support training plan
Network Implementation Services

You can get your new environment up and running quickly by engaging with these services, which coordinate the end-to-end integration and deployment of your network implementation. HP can bring your network online, add new connections to an existing network, or guide your transition to a converged network environment while scaling the solution to fit your requirements. Services include:

- Site surveys and site-specific designs with implementation guides
- Procurement, staging, distribution, installation, and configuration
- Hardware and software integration
- Testing, cutover, and acceptance
- Multivendor network integration (interoperability, migration to open standards)
- Project management
- Education services

Pilot projects – sample deliverables

- Site survey
- Staging
- Implementation
- Testing/Acceptance
- Documentation
- Training

Network Operation Services

HP offers both standard and customized support service options. These include reactive hardware and software support, integrated and proactive mission-critical services, and fully customizable support. The specific components of the portfolio are illustrated in the following graphic:

Sample deliverables

- Advanced levels of hardware repair and replacement response times
- Software support that offers software updates, firmware upgrades and 24x7 device-specific assistance
- Integrated hardware and software support options
- "Direct to Expert" support for instant access
- Relationship Management and Enhanced Call Handling to full end to end Datacenter support including full support for multivendor technologies

Personalized, proactive, simplified support services

Network device support

<table>
<thead>
<tr>
<th>Foundation Care</th>
<th>Proactive Care</th>
</tr>
</thead>
<tbody>
<tr>
<td>I need the network products I'm buying from you to keep running with minimal downtime.</td>
<td>Fix my network before it breaks. Keep my network devices up to date. Give me direct access to your experts.</td>
</tr>
<tr>
<td>Recommended for edge</td>
<td>Recommended for core</td>
</tr>
</tbody>
</table>

Environment support

Datacenter Care

Tailored networking support for your cloud, unified communications, and mobility initiatives.

Recommended for complex multivendor networks

Lifecycle Event Services

Give me access to expertise to complement my team when and where I need it
How the HP FlexNetwork architecture prepares you for the future

Incorporating innovations such as virtualization and cloud computing into your network is now easier than ever with the HP FlexNetwork architecture. This unified architecture ties together your network in the data center, campus, and branch—converging your silos by implementing protocols consistently across every networked device throughout your enterprise. The HP FlexNetwork architecture transforms your legacy network through convergence and simplification, promoting the delivery of innovation, speed, and performance. The new level of flexibility this architecture provides lets you bring your existing investments forward, reduce your total cost of ownership (TCO), and prepare for the future. By contrast, single-vendor, proprietary approaches lock you in with different architectures at each point in the network, which increases your cost and makes it more difficult to roll out new applications and services.

HP Education Services—future-proof your network with training from HP

HP's Education Services provides a comprehensive portfolio of HP Networking training which supports the full range of HP open standards-based network products and solutions to equip your IT team with the skills to implement HP Networking devices, improve system performance, and streamline technology migration and consolidation.

Courses are structured into:

• Fundamental skills courses—to introduce key concepts to students
• Advanced skills courses—many leading to an ExpertOne AIS, ASE, or master-level certification—including interconnection, infrastructure, network security, wireless and mobility, network optimization and management, and convergence

Training is available in multiple formats including self-paced, Web-based, and instructor-led, and all courses are taught by certified experts using enterprise-level equipment. What's more, we have the flexibility to provide these programs at more than 90 HP learning centers worldwide, at your own location, or live online—delivered to desktop browsers 24x7x365.

Avert threats to IT projects as well as your business

Reducing your risks during network implementation projects is always a priority. Our certified project management and network security professionals use proven IT project methodologies to allay those concerns. Even with complex projects involving many sites, we can help to decrease your associated risks with our global staging and deployment services. We are also able to:

• Raise your network security levels dramatically, using industry-leading solutions
• Manage your network more effectively, using highly customizable management software and services
• Resolve product-related issues quickly, using network experts who have ready access to HP product R&D divisions

Get better network price/performance

A properly designed and implemented converged infrastructure with simplified, standards-based networking can radically lower your acquisition and operations costs. The reduced complexity resulting from this type of architecture also reduces time and effort. Our network experts use proven reference architectures and supporting products to help lower your TCO. In addition, you can:

• Gain price/performance benefits faster by having HP integrate, implement, and deploy network infrastructure and solutions
• Maintain improved network price/performance with network optimization services that focus on ongoing optimization of existing investments
• Consolidate and take advantage of support options to meet required service levels—all within your budget
Enable uninterrupted business with a more reliable and available network

Our proactive, mission-critical services are dedicated to promoting a continuously connected network and converged infrastructure. Because a large percentage of downtime is associated with processes and people, our network consultants can also help you:

• Align IT and network requirements closely with your business needs through strategy and planning services
• Reduce downtime due to human errors by filling IT skills gaps with education services
• Decrease downtime from process-related issues by building robust processes, using Information Technology Infrastructure Library (ITIL) knowledge and best practices

It’s about real partnership. Our consultants and support experts can work with you to transform IT, converge your infrastructure, and keep technology running. Think of it as technology with a human touch. To explore ways to do more with your technology investments, connect with our service experts at: hp.com/go/tsconnect

Global citizenship at HP

HP is committed to high standards of integrity, contributions, and accountability in balancing our business goals with our impact on society and the planet.

To learn more, please visit hp.com/hpinfo/globalcitizenship. For information about the HP Eco Solutions program, go to hp.com/ecosolutions

Why HP

• Established and proven consulting methodologies that are part of the HP IT Strategy Architecture framework
• 7,600+ certified network and voice professionals
• 8,000+ certified project management professionals who enable adherence to stringent project quality and timelines
• 12,000+ ITIL-certified professionals
• Technologies that can dramatically reduce network-related energy consumption in data centers and branch offices
• FlexNetwork reference architectures

Learn more at hp.com/go/networks

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AA0–12599ENW, November 2012, Rev. 2