



## Westcon Works Assessment Services

### 1. Applications are at the core

As with most organisations, IT infrastructure has become the catalyst for delivering both distributed and centrally deployed application services to users. These networked applications, together with the correct information strategies, are essential for the smooth of core business processes such as customer relationship management, sales force automation, finance and supply chain management. In order for an organisation to gain unparalleled competitive advantage through Technology enhancement, it is critical to understand how these networked applications are performing relative to the end users' experience and the existing infrastructure. This understanding is the key to your customers' strategic investment roadmap

### 2. Westcon Works

Westcon Works is a programme specifically designed to assist both resellers and customers alike in the pursuit of delivering infrastructure for an optimal and productive end user experience. Under this umbrella, Westcon Works has designed and developed a number of diagnostic based assessment services in order to provide a detailed view of a customer's existing environment and associated concerns in order to build a detailed roadmap to resolution.

### 3. Key Assessments and Deliverables

Description	Benefits	Duration
<b>Application Performance Assessment</b>		
<p>The application performance assessment is an end-to-end analyses of end-user experience within a customer environment. Firstly, each branch is assessed to establish which applications are being used, and to what extent. This will immediately provide a view of your customer's application profile (i.e. does infrastructure applications have a higher usage than business applications?). Secondly, each application will be analysed in terms of performance to establish where concerns reside:</p> <ul style="list-style-type: none"> <li>Application Response . A slow down in</li> </ul>	<ul style="list-style-type: none"> <li>Providing a clear view of key issues faced at a technology level</li> <li>Providing a view of how these issues impact the business</li> <li>A clear roadmap for strategic investment</li> <li>Changing from a fix it+ approach to an architectural approach</li> <li>True business benefits such a productivity and calculated cost</li> </ul>	2 Weeks

<p>application response indicate concerns in the Data Centre and solutions like virtualisation, Cisco UCS or Nexus becomes applicable</p> <ul style="list-style-type: none"> <li>• Data Transfer . A slow down in data transfer indicates concerns on the network. solutions like Cisco WAAS for application optimisation becomes applicable here</li> <li>• Network Response Time . Slow network responses indicate configuration and quality of service concerns on the network.</li> </ul> <p><b>Pre-requisite:</b></p> <ul style="list-style-type: none"> <li>• Scope of work document (SOW)</li> </ul> <p><b>Deliverable:</b></p> <ul style="list-style-type: none"> <li>• Detailed analysis and recommendation report</li> </ul>	<p>savings against investment</p>	
<b>Inventory Base Lifecycle Management</b>		
<p>The IBLM Assessment Service is specifically designed to assist our Resellers and their customers to obtain a detailed view the current network hardware install base.</p> <p>It will include:</p> <ul style="list-style-type: none"> <li>• All networking equipment deployed at the customer site</li> <li>• Detailed information of end-of-life Cisco equipment</li> <li>• Detailed information of Cisco equipment with no maintenance or support contract</li> <li>• Detailed information of any configuration issues on Cisco networking equipment</li> <li>• Network topology</li> </ul> <p><b>Pre-requisite:</b></p> <ul style="list-style-type: none"> <li>• Scope of work document (SOW)</li> </ul> <p><b>Deliverable:</b></p> <ul style="list-style-type: none"> <li>• Detailed analysis report</li> </ul>	<ul style="list-style-type: none"> <li>• Better network planning</li> <li>• A roadmap for future investment</li> <li>• Complete transparency on network devices</li> <li>• Reduction of potential network failures due to old or faulty equipment</li> <li>• Adoption of a pro-active inventory lifecycle plan</li> </ul>	<p>3 Days</p>
<b>Storage Assessment</b>		
<p>Our Storage assessment service will provide detailed visibility of your customer's current SAN/NAS environments. The findings of a storage assessment often result in customers extracting increased value from their storage infrastructure and ensuring spend against a defined blueprint.</p> <p>The assessment will include a detailed analysis</p>	<ul style="list-style-type: none"> <li>• Transparency on a customer's current storage environment</li> <li>• Cost and resource saving due to visibility (know where to optimise)</li> <li>• Increased value from current storage infrastructure</li> <li>• Creating a roadmap for strategic investment to best</li> </ul>	<p>2 Weeks</p>

<p>of :</p> <ul style="list-style-type: none"> <li>• End-to-end existing infrastructure,</li> <li>• Connectivity</li> <li>• Failover</li> <li>• Data Environment</li> <li>• Scalability</li> <li>• Redundancy</li> <li>• Capability</li> <li>• Performance</li> <li>• Recovery</li> <li>• Replication</li> <li>• Capacity</li> <li>• Availability.</li> </ul> <p><b>Pre-requisite:</b></p> <ul style="list-style-type: none"> <li>• Scope of work document (SOW)</li> </ul> <p><b>Deliverable:</b></p> <ul style="list-style-type: none"> <li>• Detailed analysis report</li> </ul>	<p>serve your customer's business</p>	
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### Security Assessment

<p>The security assessment is will conduct an analysis driven engagement at your customer to assess IT Security risks in a cooperate environment covering all areas of:</p> <ul style="list-style-type: none"> <li>• IT security</li> <li>• Data at Rest</li> <li>• Data at Move</li> <li>• Firewalling</li> <li>• Endpoint and device control</li> <li>• Intruder prevention</li> <li>• Perimeter control</li> <li>• Content inspection</li> <li>• Compliance</li> </ul> <p><b>Pre-requisite:</b></p> <ul style="list-style-type: none"> <li>• Scope of work document (SOW)</li> </ul> <p><b>Deliverable:</b></p> <ul style="list-style-type: none"> <li>• Detailed analysis report</li> </ul>	<ul style="list-style-type: none"> <li>• A complete view of concerns and issues based on risk level</li> <li>• A roadmap to resulation based on prioritising current security threats</li> <li>• Transparancy to your customer of risk and compliance exposure</li> </ul>	<p style="text-align: center;">2 Weeks</p>
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