



PilotHouse Award Summary

In this report, Nemertes provides the quantitative results of the most in-depth research project ever conducted in the areas of virtualization and data-center technology. We assessed a total sample of 1,252 companies using a combination of Web-based surveys (1,192 respondents) and in-depth telephone interviews (60 participants). These results help companies that are evaluating a new virtualization and data-center strategy, reassessing an existing one, or evaluating virtualization and data-center options, including server, desktop, application, storage, hardware, and power-related products and technologies.

What makes this project so different from any other research available? *The results are based 100% on the experiences of virtualization and data-center decision-makers.* Nemertes' staff determines the methodology, conducts the research, and analyzes the findings. But we have no influence over how any given vendor performs; that rests with their customers. In addition, no vendors sponsor this research.

We asked IT decision makers to rate their providers across a wide range of technologies on three axes: technology, value, and customer service. Ratings are based on a 1-to-5 scale, in which 1 is unacceptable, 2 is poor, 3 is fair, 4 is good, and 5 is excellent. We then calculated the mean to obtain a composite score for each vendor. The end result: A highly reliable, objective view of the top performers in virtualization and data-center technologies that helps IT decision-makers gain confidence in their decisions and provides validation of best-of-breed vendors.

Participants identified 11 providers of storage solutions. Of those, there were only three that received statistically significant responses: Dell, EMC and HP. Not everyone has selected a primary storage platform against which to run their virtualization efforts. "We're trying to determine the value [of a virtualization-specific storage solution]," says the CIO of a transportation company. For those that have, when it comes to enabling storage for virtual environments, Dell snags top honors with an overall score of 4.17.

Why Dell Won

Dell wins primarily because of its greater "value" ratings, which at an average of 4.32 edges out the next-highest rating in this category, EMC, which earned a 4.28 for

technology. For many, the creation or expansion of a centralized storage facility is a prerequisite to using server virtualization in the ways they want. By asking about "storage for

Award winner



Dell Inc.

Best Overall
Storage Provider
(for Virtual Environments)

virtualized environments,” we sought to understand which storage systems organizations are selecting to support their virtualization deployments. This is an area that is actively expanding among benchmark participants – many of the folks who don’t use storage for virtualized environments are planning to do so within the next 12 months. “We’re doing a big RFP right now,” says the IT manager at a large distribution company.

Roughly 60% of participants say they’d selected a “top” storage provider; overall, participants rate their storage providers as 3.87 out of 5. Dell’s score of 4.17 is not just an overall leading score it’s significantly above the mean.

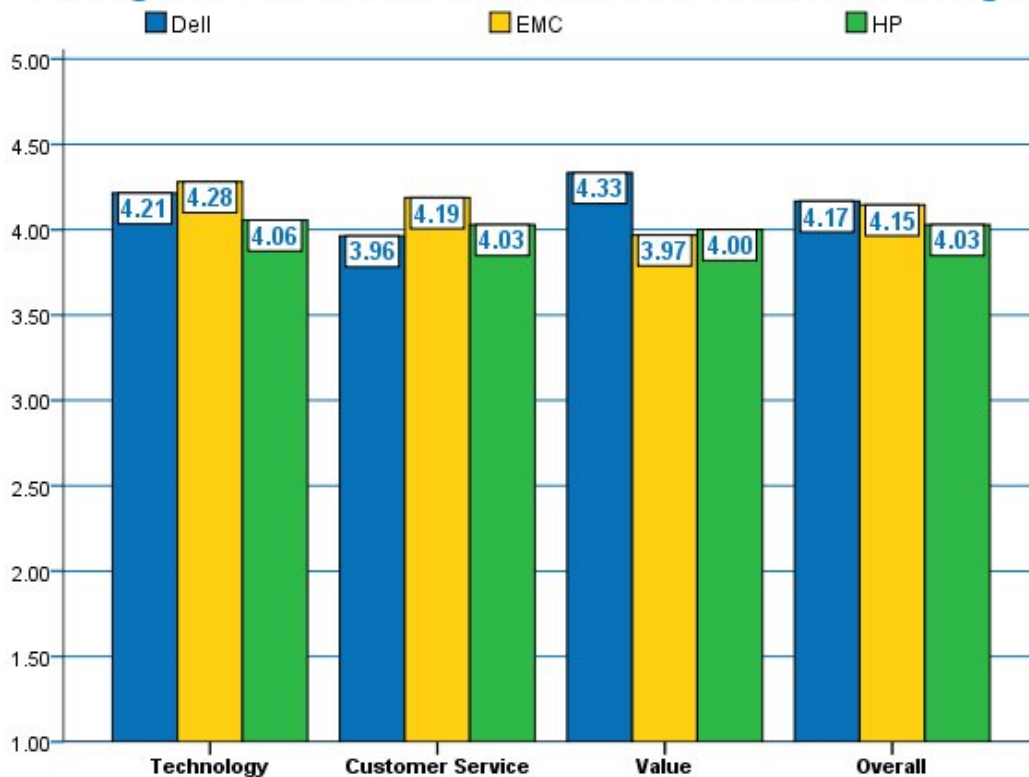
Dell and EqualLogic

Dell wins this category by significantly outperforming rivals EMC and HP for value with a phenomenal score of 4.33. In fact, this

is the highest value rating across all vendors in all categories of this research project. (The next closest rating is a value score of 4.19 in the best small business provider, power systems category.)

When participants discuss Dell and storage for virtualization they are primarily referring to the Dell/EqualLogic storage line, acquired by Dell in 2007. Much of the interest in EqualLogic is a corresponding increase in the use of iSCSI as the standard storage interface. Although fibre channel is still the most deployed by participants, increasingly organizations are configuring their servers with iSCSI interfaces. A primary driver for iSCSI is reduced cost, thus driving the high value ratings – particularly when compared with more expensive fibre channel solutions – of Dell/EqualLogic.

Storage Vendors for Virtualized Environments, All Ratings



About Nemertes Research: Nemertes Research is a research-advisory firm that specializes in analyzing and quantifying the business value of emerging technologies. You can learn more about Nemertes Research at our Website, www.nemertes.com, or contact us directly at research@nemertes.com.