



Align your private Cloud Investments to your Business Strategy

Private cloud technology has enabled you to realize maximum value from your datacenter—or has it? Without a demand management system tracking the services and expenses of your private cloud, your IT costs are just a one lump sum investment. Which IT services are underutilized, which are over-subscribed, and why is this project over budget? The answer to these and other critical questions is VAlign Insight™. Insight is the only activity-based demand-management and accounting solution you'll need for consistently and accurately tracking the costs associated with your private cloud investment. Insight empowers you with critical demand and usage information, providing visibility to senior management, business leaders, and IT into how much of the shared (virtual) cloud infrastructure resources—compute, storage, and network—are consumed, and at an accurate not arbitrary cost-basis.

The keys to VAlign Insight capabilities is our unique, multi-dimensional rate policies that support different service tiers, and a Cost Pool Calculator with an easy to use wizard interface that gets you going with minimal effort. VAlign Insight also includes extensive reporting and third-party data import capability that is second to none.

Demand management is a fundamental requirement to deploying and leveraging a private cloud in the enterprise, as well as communicating the value proposition of your IT investments. So start harnessing the power of the private cloud today by adding the demand and service visibility provided by VAlign Insight.

KEY FEATURES

Capacity Dashboard – Insight's Executive Capacity Dashboard provides quick identification of current state resource capacity and trends.

Rating Model Support – Rate Policies are built upon available capacity using our "Compute Cell" concept designed to handle bundling resources (CPU and RAM) together to calculate resource consumption based on capacity limits.

Automatic Rate Calculation – Insight automatically calculates service rates using the cost pool calculator and capacity visibility to ensure accurate cost recovery.

Report Engine – Insight includes an interactive, web-based report engine that provides both customized and bundled high level and granular reports for capacity and chargeback, protected by role based security model for secure access to data.

Service Pricing and Tracking capability – The wizard-based VAlign Insight Cost Pool Calculator enables tracking costs for audit purposes and service pricing; allowing you to map the IT budget to the actual spend, based on the capacity and usage of the environment.

Storage Price Tiers – Insight offers you the ability to price tiers of storage separately for accurate recovery of storage costs.

By metering resource usage and correlating it to services and consumers VAlign provides an automated solution that continually and accurately:

MONITORS IT COSTS AND ROI • PRICES IT SERVICES • RECOVERS IT COST • MANAGES IT DEMAND • FORECASTS CAPACITY NEEDS

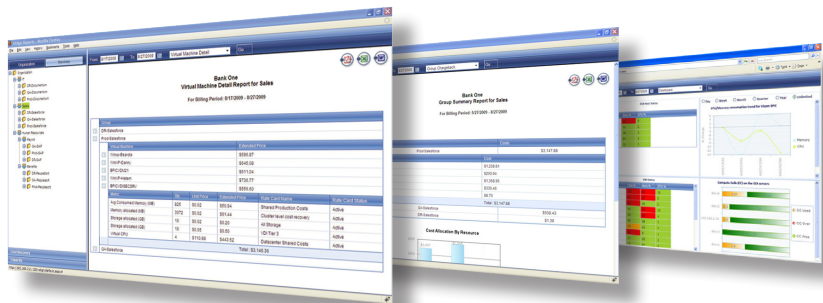


How does VALign Insight work?

VALign Insight allows you to create a virtualization or private cloud service strategy by modeling business requirements and the IT service portfolio, a complex process made easy by Insight's discovery process and simple to use Service Tracking and Pricing wizard. Our solution then measures the true usage of the private cloud, including compute resources such as processor, memory, network, and storage; combines that with the associated IT operational costs, including power, cooling, real estate, and labor, then applies flexible pricing models that you design, which can be used to develop reports or invoices to share with the rest of the organization.

VALIGN INSIGHT HAS THREE FUNDAMENTAL COMPONENTS:

- **VALign Client** – The VALign Client is a Windows-based administration interface. From the client the user can initiate a discovery of the environment, build a service catalog, assign ownership of the business services and set up billing policies.
- **VALign Server** – The VALign Server is an engine that polls for inventory and then listens passively for updates in real time. Performance and financial data are gathered and processed on a schedule and stored in a Microsoft SQL database for reporting purposes. Bills are presented via online portal or through integrations with existing ERP Systems.
- **VALign Reports** – Financial billing data is aggregated by customer, service and infrastructure. Reports can be exported to a variety of common file formats (pdf, csv, xml) for easy integration into other third party financial management systems.





Extensive Reporting and Actionable Intelligence

VAlign Insight offers web-based and Word/PDF reports that provide actionable intelligence into the usage of the private cloud or virtual infrastructure. You can view summary and detailed reports on demand, schedule periodic report generation, or incorporate the data directly into other financial systems. Operational managers receive the information they need to right-size capacity and optimize service quality. Finance managers know where the IT budget is being spent and which services are driving IT costs. And IT can finally provide line of business managers accurate and verifiable visibility into their IT services demand, while providing cost justification and ongoing ROI back to senior management.

SYSTEM REQUIREMENTS

For all this capability, you might expect a robust collection of servers that must be managed as a service itself. Not so with VAlign Insight. Our modest system requirements won't add significant overhead to providing visibility and demand management to your enterprise private cloud.

- MICROSOFT SQL SERVER 2005
- MICROSOFT IIS 6.0
- MICROSOFT .NET FRAMEWORK 3.5
- MICROSOFT WINDOWS SERVER 2003

PRICING

VAlign Insight licensing is based on the number of ESX Server CPUs. For more details on licensing, please contact your sales representative.