



Private Cloud Computing Readiness Workshop

2-Day, highly-collaborative workshop provides:

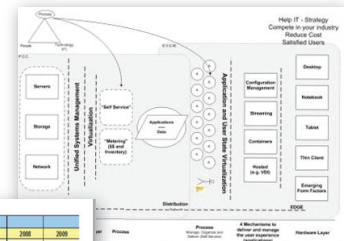
- A PCC Guidance Map
- An Early-phase Architecture
- Project Portfolio
- Financial Summary and Business Justification

The PDS PCC Readiness Workshop is tailored to help provide your IT leadership team with a strategy around *Private Cloud Computing (PCC)*, a term many organizations are still defining for what it means to them and the future of their IT ecosystem.

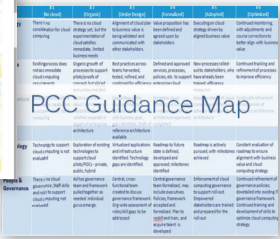
Your team will benefit from a 2-day collaborative session exploring key concepts, design, business outcomes and best practices. After a series of discovery interviews, PDS will provide your organization an early-phase reference architecture, a PCC Guidance Map, and financial summary — key elements for when preparing an executive level presentation.

READY TO GET STARTED?

Contact your PDS Account Director for pricing and scheduling. If new to PDS, call 800-966-6090 or, PDSpc.com/private-cloud-computing.aspx



Cost (\$)	Quantity	Unit Cost	2006	2007	2008	2009
One Time Costs						
Capital						
Del 2009 One-time PCC (PDS-040)	1	\$3,750	\$3,750	\$0	\$0	\$0
Capital Total			\$3,750	\$0	\$0	\$0
Life Cycle Costs						
Del 2009 One-time PCC (PDS-040)						
Del 2009 One-time PCC (PDS-040)						
One-time Cost Total			\$3,750	\$0	\$0	\$0
Life Cycle Costs						
Description	2006	2007	2008	2009		
License Hardware - Operating	\$2,250	\$12,487	\$12,487	\$0	\$0	\$0
Capex Clear (S&B Support and Renewal)	\$0	\$87,280	\$87,280	\$87,280	\$87,280	\$0
Subs Linear Support	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$0
Professional Services	\$32,000	\$0	\$0	\$0	\$0	\$0
Training	\$12,000	\$0	\$0	\$0	\$0	\$0
Life Cycle Total	\$48,250	\$103,767	\$103,727	\$91,280	\$91,280	\$0



Workshop Overview:

- 1. Engagement Kickoff**
 - a. Identification of key project team members
 - b. Introduction of the delivery team, roles, and responsibilities
 - c. Explanation of the expected deliverables
 - d. Project timeline and scheduling
 - e. Pre-workshop discovery
- 2. 2-Day Readiness Workshop**
 - a. **Session 1:** Overview and discussion of relevant business drivers and current initiatives
 - b. **Session 2:** Converged Infrastructure, Virtualization and Unified Systems Mgt.
 - c. **Session 3:** IT Services to the Business
 - d. **Session 4:** Extension Integration Layer
 - e. **Session 5:** Getting Started
- 3. Results Presentation**
 - a. Review/Summarize Discovery
 - b. Document early-phase architecture
 - c. Recommend Project Portfolio and Guidance Map
 - d. High level financial requirements which can be used for business case development

