

How are converged systems perceived in the market?

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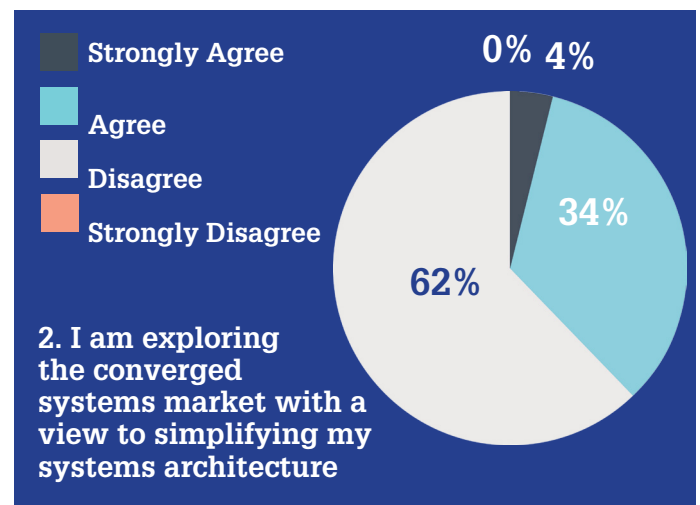
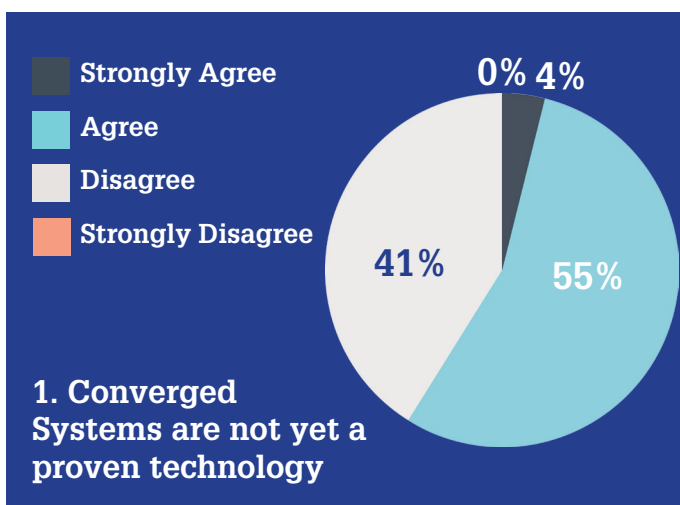
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An exclusive survey found that expectations are high for functionality, flexibility and performance but some work remains to convince a slight majority of users that converged systems are a proven technology. Meanwhile simplification is starting to gain credibility as a strategy as is deployment of converged systems for specific workloads and applications.

1. Converged systems generate strong feelings among IT professionals. Traditionalists prefer the component storage, server and network based approach while others more readily grasp the integrated benefits.

Converged systems have been on the market for several years now and market watchers such as Gartner and IDC recognise them as a separate category but despite this these findings show many IT people have yet to be exposed to converged systems.

2. Converged systems purchases are normally considered outside of the normal server refresh cycle while traditional storage equipment is often bought on a capacity requirement need. However the emphasis away from infrastructure complexity (heterogeneity) towards simplification is gaining traction with almost 40% of respondents saying converged is now on the agenda.



3. Migration is complex. Moves, adds and changes not undertaken lightly. But new workload requirements are pulling converged systems into consideration. Cloud based, web, ecommerce applications and new requirements such as content delivery systems are just some of the new types of applications that even traditional enterprises are adopting. While we are some way from these matching the workload requirements of traditional on premise applications it is clear that workload specific and application driven hardware purchases are pushing converged systems to the fore.

4. Virtualisation considerations are the table stakes of any hardware purchase. But while server virtualisation is basic and expected to work out of the box – the integration of disparate network and storage virtualisation platforms has seriously hampered IT and meant expected efficiencies and performance improvements have not always been achieved. With eight in ten respondents saying this is a minimum expectation of a converged system it is clear the same will not be acceptable for integrated virtualised environments encompassing server, storage and networking.

