



Building the Foundation for
the Real-Time Infrastructure

secure



Your entire business rides on the technology infrastructure you choose. So, if you're looking to align your business' IT operations more closely with your strategic business goals, here's an aggressive investment opportunity that can help you start producing real, measurable results. This Executive Brief provides an overview of specific business benefits that you can expect from a Unisys standards-based, enterprise-computing environment. We help you secure your business operations so you can focus on opportunities and gain the visibility to see your business more clearly – ahead of decision points, investments, and risk.

Secure Business Operations. It's More Than You Think.

Having a secure organization, meaning the ability to manage risk, is of paramount importance for most executives. And, most IT vendors offer some sort of security promise to their customers.

Secure organizations are:

- Confident in managing their enterprise
- Trusted by their stakeholders
- Positioned to enable their clients to succeed
- Accustomed to exceptional performance
- Able to control costs
- Excellent at managing risk
- Positioned for long-term competitive advantage

Unisys services and technology are the foundation for the solutions you need to plan, build, run, and monitor business operations where confidence, trust, reliability, and managing risk are critical components.

Gain Visibility into Your Enterprise

Unisys 3D Visible Enterprise (3D-VE) is our vision for what an enterprise can become – a new way of seeing the inner workings of an organization through a virtual model of the enterprise. The result is an understanding of the cause-and-effect relationships between business vision, business operations, and the IT systems that support them – allowing you to see the results of your business decisions before you make them. Through Unisys exclusive 3D Blueprinting services, we help clients drive greater value from their past, present, and future investments in open, standardized technologies – from the desktop to the data center – by linking business strategy, operations, and technology into a 3D-VE.

By leveraging 3D-VE, Unisys helps customers create a more visible enterprise, so they can efficiently move toward a Real-Time Infrastructure – one that is perfectly aligned with the strategic business goals of the organization. The ability to identify areas both inside and outside the organization that are not in alignment gives executives insight into the cause-and-effect relationships within their organizations. It allows them to better control the impact of decisions and change on such critical areas as cost, growth, responsiveness, and risk.

Unisys solutions can drive your business forward by not only improving your IT operations, but also by making significant business gains possible. This is possible with a standards-based, mission-critical infrastructure that provides maximum business agility, reduced risk, and economic advantage. For example, look at some of the advances real-world customers have made using Unisys infrastructure solutions.

Efficiency Improvements

- 5x9 (normal business hours) to 7x24 (continuous) operations without adding IT staff
- 53 percent increased throughput and a 7-month backlog eliminated
- 50 percent increase in performance
- 400 percent increase in database server performance

Growth Supported

- Systems supported internal user growth from 100 to 14,000 over three years
- Grew customer base from 50,000 to 500,000 in three years

Total Cost of Ownership Reductions

- 30 percent total cost of ownership (TCO) reduction over four years
- 67 percent price/performance improvement
- Overall hard-dollar cost reduction of 35 percent over five years, not counting staff reductions
- \$3.2 million savings over five years versus a UNIX/Oracle-based Business Intelligence solution
- \$2.4 million cost savings in 24 months

Return on Investment

- 90-day return on investment (ROI)
- Payback in fewer than 18 months on labor savings alone

Ask a Unisys representative for more information about these specific Unisys customers. Many of these customers are available as case studies or will provide references.

“We’re reducing costs while improving agility at the same time. With our new [Unisys] environment, we’re able to implement new applications in 50 percent of the time it used to take.”

Laura Fucci, Chief Technology Officer, MGM MIRAGE

Unisys and Microsoft: A Legacy of Success

For more than 30 years, Unisys has been providing the people, processes, and practices to deliver enterprise-class, mission-critical solutions in the most challenging industry-specific environments. Our expertise in Microsoft technologies spans servers, management tools, database and application environments, and development tools – the full spectrum of competencies required to drive enterprise solutions in secure operating environments. Today, from the data center to the desktop to the mobile device, Unisys is the market leader in creating Microsoft solutions at an enterprise scale, including enterprise-class servers and services.

Unisys has invested millions of dollars in performance testing around Windows in the enterprise. It holds the highest benchmarks for Microsoft Windows and Microsoft SQL Database transaction processing in large-scale, enterprise software environments such as SAP, Siebel, PeopleSoft, and others. And, having developed three of the largest SQL databases in the world, Unisys has proved the enterprise scalability of Microsoft in mission-critical applications that demand processing speed and availability. In managed, secure computing environments, including many security-conscious U.S. government agencies, Unisys has relied on Microsoft applications for core processes such as identity and access management.

Our experienced professionals create a comprehensive visibility blueprint, which maps the often-unseen interrelationships linking strategy, process, applications, and infrastructure. Using our 3D-VE methodology, we provide scenario analyses that help you visualize the business outcomes of each option as you build out your Windows environment. As a result, you make informed, intelligent decisions. You have the same visibility as your environment evolves. The result is the enhanced ability to adjust your implementation plan to new business requirements and emerging technology solutions. At every step, you save time and money.

Taking the Risk Out of Leveraging Open Source Software

For all its obvious benefits – and mainstream users – Open Source is risky because most projects are typically designed as separate, standalone entities, like pieces of a puzzle managed to assemble into end-to-end “stacks.” Until now, there was no enterprise-grade Open Source stack designed specifically with secure operations in mind, built to deliver planned profitable growth, as opposed to continual worry about the continuity, integrity, and security of their operations. In this sense, Open Source holds the potential to offer far more: the backbone of a truly secure business environment able to deliver unprecedented efficiency, scalability, reliability, and security. Unisys Open and Secure Integrated Solutions (OASIS) delivers on this opportunity via an integrated, optimized, and certified set of Software Suites tuned for deployment of mission-critical, data-intensive, enterprise applications.

Unisys OASIS Software Suites enable companies to migrate their mission-critical applications to Open Source environments securely and reliably. Unisys integrates Linux and JBoss, the most popular Open Source application server, with value-add Unisys capabilities that extend the enterprise Java environment to be more scalable, more secure, and more manageable. The key value-add is our security framework called Application Defender, which protects Java-based applications from cyber attacks. We also add value by enhancing management and performance of JBoss Application Server and integrating the two most popular Open Source databases: MySQL and PostgreSQL. Because these stacks are targeted at enterprise deployments, Unisys provides worldwide support and certified upgrade paths for all of the software components backed by engineers experienced in datacenter-quality support.

Secure Your Business Operations with Real-Time Infrastructure Solutions

If you want to gain a competitive advantage and boost your revenue numbers, you need to take action. Whether ensuring maximum revenue growth, lowering costs, or maintaining peak operating performance, you need to optimize your infrastructure – your business, your processes, your technology, and your go-to-market strategy. Only when you maximize your IT investments by optimizing your infrastructure – viewing all the pieces as a whole – will you eliminate the inefficiencies and bottlenecks that drag down the locked-up potential within your business. By seizing the opportunity to increase productivity, Unisys can help you reduce risk and enable business growth.

Unisys experts will immerse themselves in your complex IT challenges. By applying our experience and proven processes to gain advanced knowledge of your business environments, we can deliver custom-tailored solutions that reduce costs and provide a foundation for expansion that will enable your business to grow. We leverage the best mix of Microsoft and Open Source technologies to offer our customers the most flexible infrastructure solutions available today.

Business Continuity: Faster. Farther. Less Costly.

As organizations build out their Real-Time Infrastructure, disaster recovery and business continuity become essential parts of their architecture and plans. Unisys helps these organizations address this critical need through our Unisys SafeGuard solution family.

The SafeGuard 30m solution provides automated Windows-based application failover and recovery to operations (RTO) in 30 minutes or less, leveraging a backup site located anywhere in the world at a fraction of the cost of other options.

The SafeGuard Duplex solution provides data protection by replicating critical data to a backup site located anywhere in the world. The solution can be applied to protect the data associated with a wide range of systems (HP-UX, Solaris, AIX, Linux, and Windows) and storage (HP, IBM, EMC, and Hitachi).

The SafeGuard solution family enables an organization to protect critical IT assets from a major site disruption. While many vendors offer point protection for their specific products, the SafeGuard solution gives your data center the ability to provide for any recovery time objective, in one single solution. And, it fits seamlessly into the heterogeneous environment common among large organizations.

Enterprise Server Technology

Gain visibility and insight into your IT infrastructure. Respond to ever-changing business requirements. Always have as much computing power as you need, yet pay only for what you use. Our innovative business solutions feature powerful platforms, extensive software optimization and integration capabilities, and premium services to build a secure, rock-solid infrastructure that changes as fast as your business does.

Unisys ES3000 Midrange Servers

Scalable Intel-based mainframes are just part of the total data center solution Unisys brings to our customers. We've also got you covered at the low end with servers ranging from 1-processor blades up to 4-socket systems with our ES3000 midrange servers. Specially designed to meet the needs of small, midsize, and large organizations, ES3000 servers are ideal platforms for many application areas – from email to the Web.

The Unisys ES7000/one Enterprise Server

Unisys is the one partner that delivers the foundation for achieving a Real-Time Infrastructure where IT is in perfect alignment with the goals and objectives of your organization. A Real-Time Infrastructure is flexible enough to quickly adjust to changing demands. The core technology leveraged to achieve this dynamic infrastructure is the Unisys ES7000/one Enterprise Server. It is the one platform for all your data center needs, from the web tier to the application tier to the database tier.

The ES7000/one Enterprise Server is the *only* single server solution flexible enough to support Xeon MP or Itanium 2-based computing requirements. Whether it's for critical database-intensive solutions, business intelligence, infrastructure consolidation, or application migration, your enterprise business solutions will benefit from the increased performance, availability, security, and efficiency made possible with an ES7000/one Server anchoring your IT infrastructure.

Simplified Management

Unisys Sentinel management software gives the ES7000/one Server advanced capabilities that make it unique. Unlike competitors that offer only “passive management” or general-purpose server monitoring and reporting software, Sentinel solutions give the ES7000/one Server active management capabilities that can automatically detect and correct potential server, operating system, application, and database problems – without human intervention. Unisys also offers industry-leading management tools for applications such as Microsoft SQL Server, resulting in best-in-class performance, reliability, and manageability. All of these results aim to simplify your data center and reduce your TCO by alleviating the routine management duties that commonly occupy the largest percentage of an IT staff's time.

Standardize. Don't Compromise.

Unisys is the ideal choice for customers who are looking to standardize on Intel®-based systems leveraging Windows or Open Source technologies from the desktop right through the entire data center. With the ES7000/one Server, you can achieve better performance than a RISC-based computing environment at a significantly lower TCO. Standardize, but don't compromise. Get the reliability, availability, manageability, and scalability needed for mission-critical computing with the economies of scale that come with using industry-standard technologies such as Intel, Microsoft, Red Hat, Novell, Oracle, and EMC.

Maintain Peak Operating Efficiency and Agility with Unisys Real-Time Capacity

Real-Time Capacity (RTC) is a capacity-on-demand feature developed exclusively for the ES7000/one Server.

An industry first for customers running Intel-based servers on Windows or Linux, RTC gives you the ability to scale your computing power as your business needs evolve. An ES7000/one Server may be ordered with additional processing capacity that can be activated at any time, within minutes. And, you don't pay for the extra capacity until you use it, so you never have to worry about an underutilized server investment.

The ES7000/one Real-Time Capacity option is designed to accommodate increased processing requirements due to organic growth, reorganization, acquisition, and seasonal business peaks.

Measurable Results

When it comes to availability for around-the-clock business, Unisys makes the difference. In the first-ever substantial availability study of non-clustered, high-end servers running Windows Datacenter Server in real business environments, we found that overall, the combination of the Unisys ES7000 server running Windows Datacenter operating systems achieved an average of 99.996 percent availability.¹ That's less than 22 minutes of unplanned downtime a year!

Unisys devotes special attention to delivering tailored Windows and Open Source solutions and in-depth services to support them. In these areas in particular, we deliver benefits that are not achievable with UNIX-based systems or scaled-out commodity servers.

You'll enjoy these fast benefits with rapid, predictable ROI, and payback.

Reduce Your Overall Technology Spending by 50 percent or More with Standardization on an ES7000 Server²

- Reduced costs – Lower your TCO compared to expensive UNIX/RISC machines
- Greater agility – Respond more quickly to the fluctuating demands of business
- More choices – Gain access to the widest array of enterprise applications in the marketplace including all the major ERP, CRM, and Business Intelligence applications
- Competitive advantage – Deploy applications faster and shorten your time to market – with less risk than your competitors
- Improved productivity – Meet service-level agreements and minimize downtime
- Less complexity – Intel-based servers are easier to use and manage

¹ D.H. Brown Associates, Inc. "Achieve 99.996% Availability and More with Cost-Effective, Non-Clustered Windows Datacenter-Based Servers." July 2004.

² Unisys Corporation. "Case Studies: Clalit Health Services." January 2005.

- Increased security – Leverage common practices across common operating environments
- Better collaboration – Streamline supply chains with customers, partners, and suppliers

Improve Price/Performance by 67 Percent with a Unisys Open Source Solution Versus a UNIX-based Environment³

- Reduced risk – Move to a secure, flexible, scalable Open Source environment
- Economical growth – Grow infrastructure with little incremental cost (no software license cost)
- Reduce costs – Lower costs by over 50 percent vs. proprietary stacks (license, maintenance, and platform) and lower TCO over competitive Open Source stacks
- Maintain peace of mind – Enterprise-class support for the entire stack from top services vendor
- Optimized environment – Improve security deployment and management of Java applications

Accelerate Failover Recovery Time to Less Than 30 Minutes with the Unisys SafeGuard 30m Solution

- Reduced costs – Lower administrative costs to manage data protection requirements
- Less complexity – Single point of protection for a variety of servers and storage devices
- Reduce overhead – Dramatic reduction in backup bandwidth requirements
- More flexibility – Reliable application failover across unlimited distances
- Greater agility – Recovery of Intel-based applications in 30 minutes or less

³ Unisys Corporation. “Case Studies: Nippon Travel Agency.” July 2005.

Make a Dramatic Impact on Your Business with Unisys

Unisys is an undisputed leader in the standards-based server market.⁴ Since proving our ability to support large-scale, mission-critical application environments longer than any other vendor, we've helped clients in more than 100 countries and in virtually every industry enjoy the benefits of running Intel-based systems in their data centers.

These are just some of the excellent reasons why you'll choose Unisys to deploy the foundation for you to realize a Real-Time Infrastructure. To learn more about how your enterprise can benefit from secure business operations from Unisys, speak with a Unisys representative today.

Or, call **1-800-874-8647**, ext. **365** (U.S. and Canada) or **00-1-585-487-2430**, ext. **365** (other countries).

In a hurry to learn more?

Visit <http://www.unisys.com/es7/guide>

For even more details,

visit <http://www.unisys.com/es7/guide/community>

⁴ IDC Worldwide Quarterly Server Tracker. November, 2005.



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Business Value You Can See.

For more information, please visit our Web site at
<http://www.unisys.com/es7/guide>

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