Placeholder for Partner logo

Microsoft® CERTIFIED Partner

The Windows® 2000 Servers: Delivering the Level of Reliability You Need

Name
Title
Department
Company

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Welcome

- Agenda
  - Technology Reliability today
  - What are the challenges?
  - How can we achieve Reliability?
  - Demonstrations and success stories
- Goals
  - Understand the Reliability benefit
  - Take the first steps

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Who are we?

- [Insert Company Name Here] is a Microsoft Certified Partner
  - What does this mean to you?
    - We have proven Microsoft expertise
    - We partner with Microsoft which allows us access to the most up to date training and technology to support your business needs.
    - We have access to 24X7 support from Microsoft to help support our customers mission critical applications

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What do we focus on?

- [Insert company-specific information here]

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Building the Solutions

- Support business with reliable technology
- Flexible technology foundation
  - With existing technology and hardware
  - Multiple vendors
  - Minimum downtime during solution deployment
- IT investments more strategic
  - Quantifiable benefits
  - Business impact of investments in IT

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Business Value of Reliability

- Lower TCO
  - Reduction in total cost of workstation and server
  - Reduce administration costs
  - Improved User productivity
  - Reduce downtime
- Implemented within a reasonable timeframe
- Provide end-to-end solution

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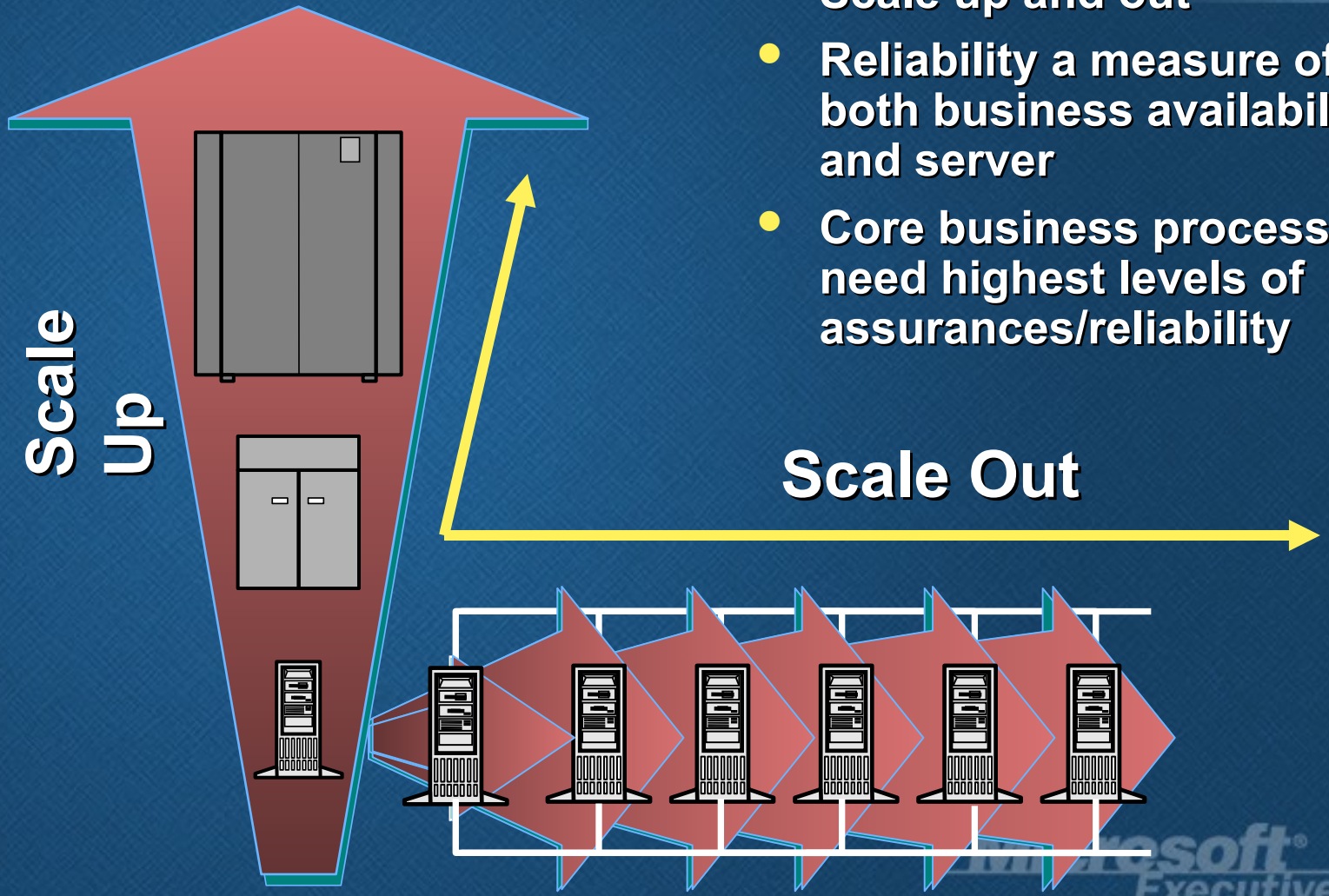
Flexibility

- Scale up and out
- Reliability a measure of both business availability and server
- Core business processes need highest levels of assurances/reliability



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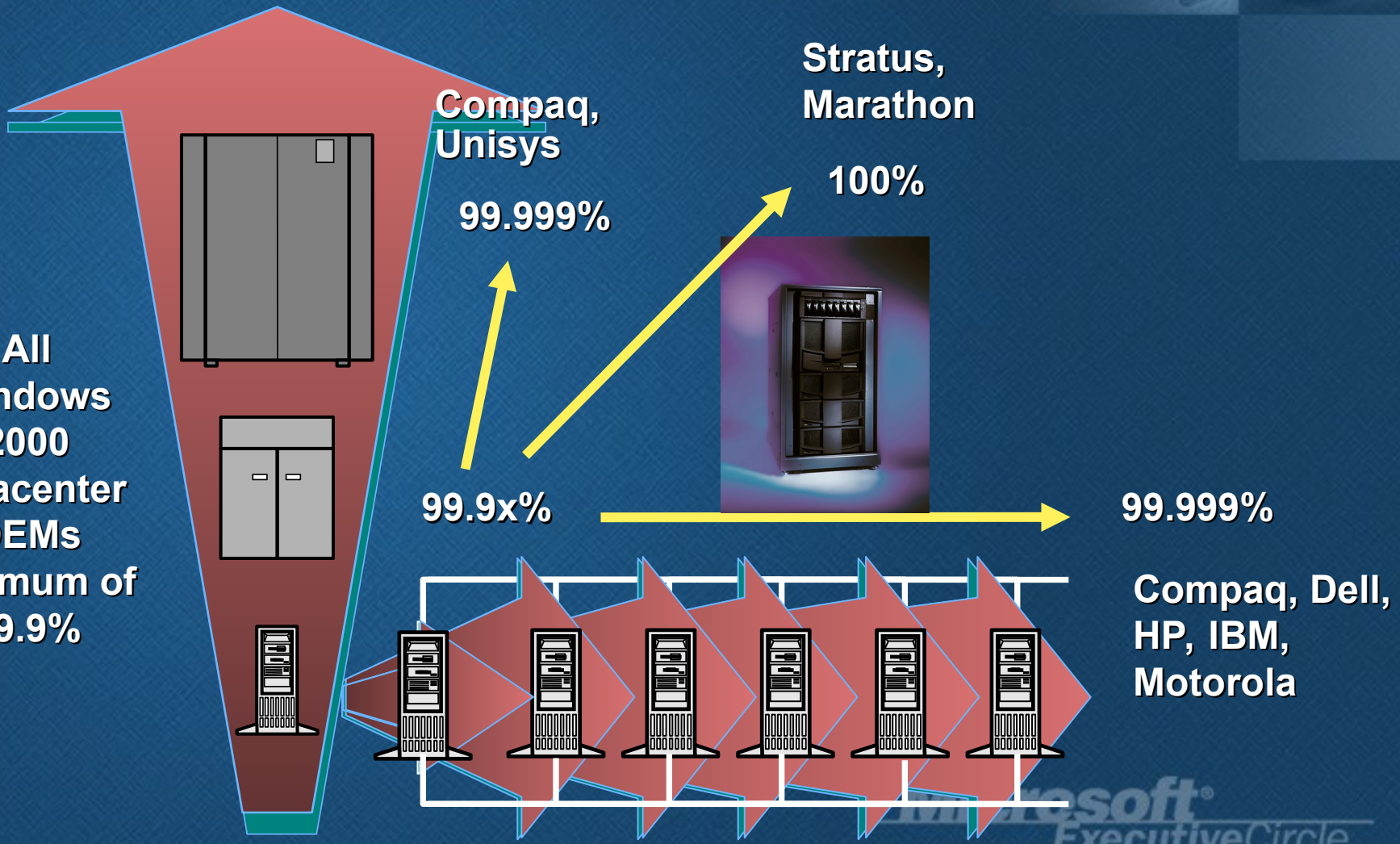
Your Reliability Needs



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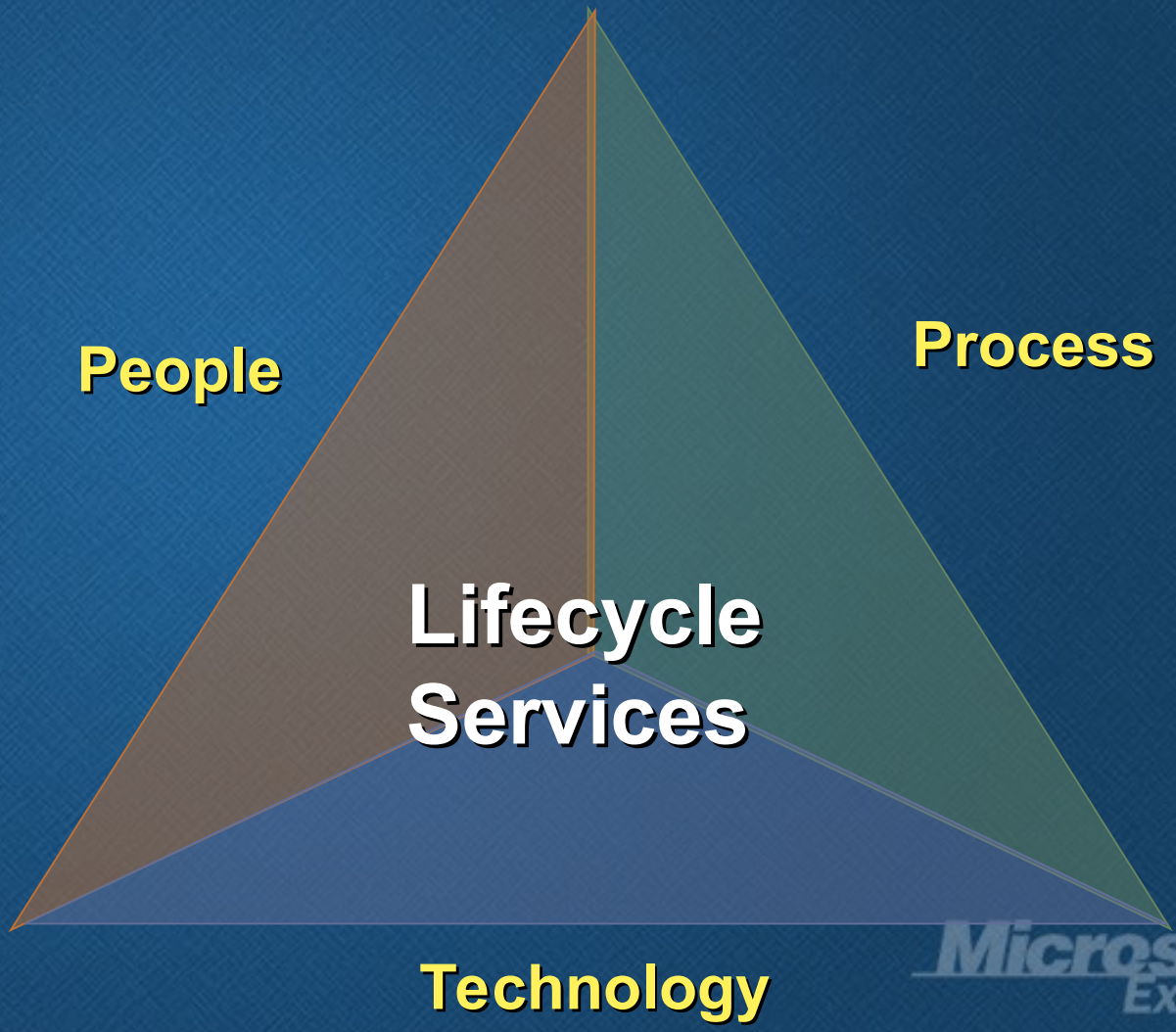
Mission Critical Computing Requirements



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Business Availability: Requires Scale Up and Out

Scale Up

Microsoft Windows 2000 Datacenter Server

Microsoft Windows 2000 Advanced Server

Microsoft Windows 2000 Server

SHV 4P

- 32-Way SMP + 64 GB Memory for larger workload
- Risk: Scale up only = single pt of failure

- Clustering and load balancing of middle-tier for sharing workload
- Managed as single logical system
- Linear scale, no-single point of failure

Microsoft Windows 2000 Advanced Server

Microsoft Windows 2000 Datacenter Server

Microsoft Application Center 2000

Scalable clusters

Scale Out

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Demonstration 1
Windows 2000 Advanced Server
High Availability Web Platform

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Barnes & Noble

BARNES&NOBLE.com
www.bn.com

"We needed scalability and reliability to meet our success metric of 99 percent on-time delivery. Windows 2000 Server gave us both and enabled our back-end infrastructure to meet our critical business success factors of improved customer satisfaction and increased revenues!"

-- Mr. Gary King, CIO

Result

300% increased revenue
99% fulfillment accuracy

Solution

Windows 2000 Server

Business Goals

- **Grow the business, improve customer satisfaction, reduce costs**

Impact

- ***Flexible and Scalable system***
  - *Revenues up 300%*
  - *Customers up 38%*
- ***Reliable Infrastructure***
  - *Delivery accuracy of 99%*
  - *Repeat customer rate at 66%*
- ***Control spending***
  - *Cost per transaction reduced 25%*

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Reliability Improvements

Eliminated Planned Downtime

App install/config

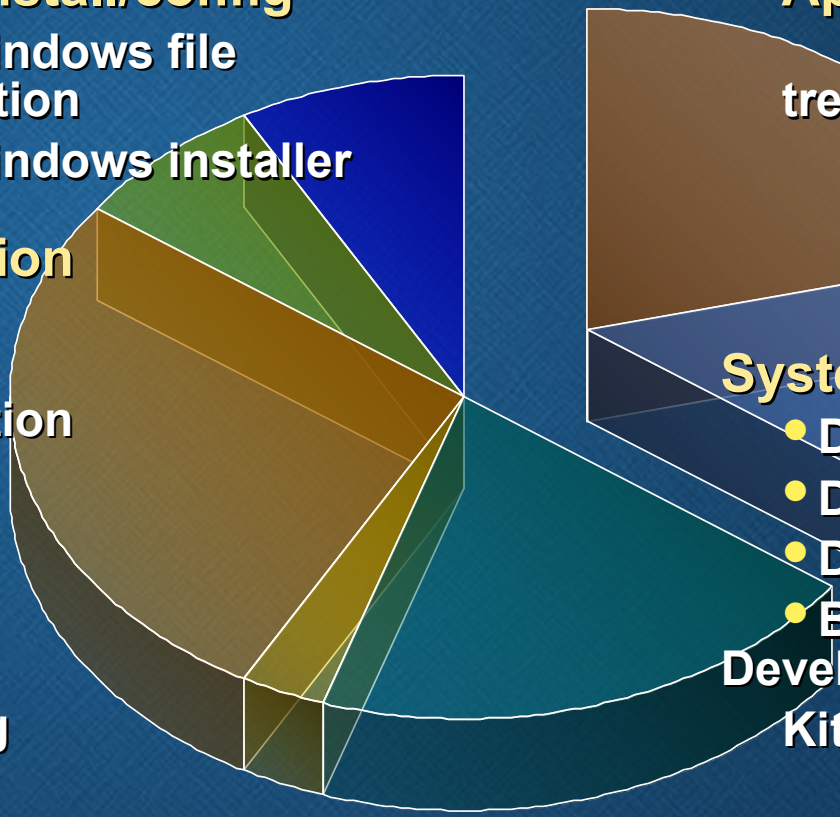
- Windows file protection
- Windows installer

OS configuration

- Eliminated dozens of configuration reboots

OS install

- Service pack slipstreaming



Eliminated Unplanned Downtime

App Failure

- Task mgr “kill proc tree”
- Resource Partitioning
- IIS restart
- IIS out-of-process

System Failure/Bluescreen

- Driver Verifier
- Driver Signing
- Development Labs
- Better Driver Development Kit (DDK)

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Demonstration 2
Windows 2000 Server
Web Server Reliability with IIS 5.0

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GMAC Commercial Mortgage

"I can't imagine that we could have built MortgageRamp within our timeframe on any other platform. And to get the flexibility we need, the .NET-based architecture is the ideal solution. The system architecture is unbelievable.

-- Niraj Patel, CIO

Result

Full interoperability between GMAC CM's lenders partners

Solution

.NET Enterprise Servers

Business Goals

- Launch internet site in record time
- Guarantee maximum interoperability
- High availability
- Integration of Mobile devices

Impact

- Hardware and software was available off the shelf
  - *Quickly and easily integrated*
- Full interoperability
  - *Standardized integration*
- 99.999% system uptime
- Architecture is device-ready and device agnostic

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Video Case Study: Automatic Data Processing

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Commitment to Business Availability

- Compaq
  - Offering up to 99.99%+ Uptime Guarantee for Windows 2000 Datacenter on ProLiant systems http://www5.compaq.com/services/available/av_uptime
- Unisys
  - Unisys offers 99.99% availability…or greater…in a clustered environment on a certified platform http://www.unisys.com/windows2000/datacenter
- HP
  - HP's "Always On" solutions for Windows Servers in controlled environments; http://www.hp.com/windows2000
- Stratus
  - 100% uptime program for ftServer hardware, value-added software, and Windows 2000 operating system kernel http://www.stratus.com/products/nt/
- Motorola
  - One of 1st carrier-grade, high-availability Windows 2000 offerings for voice & multimedia apps designed for 99.999% availability http://www.mcg.mot.com/

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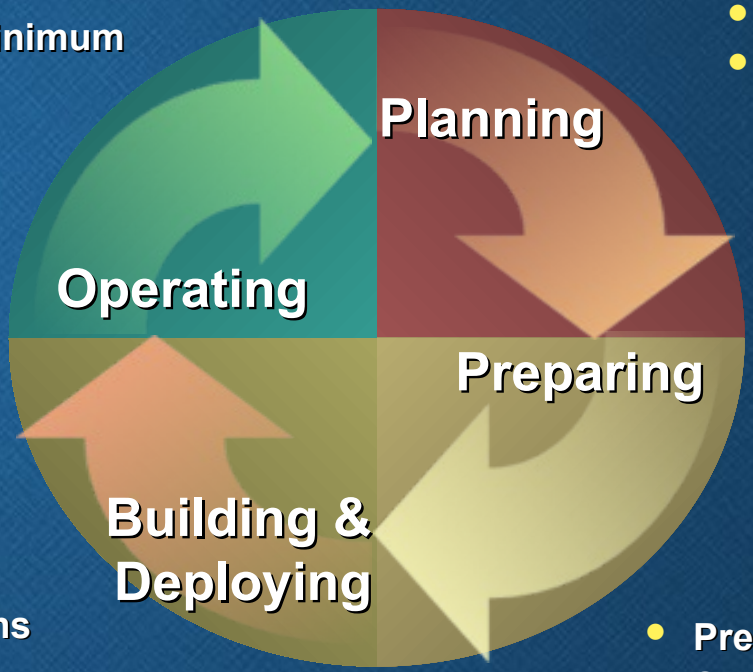
How Do We Get There?

Know-how and show-how

- Focusing on right projects
- Service offerings
- IT strategy tools/guidance
- Rapid economic justification

Microsoft Operations Framework

- Deliver agreed SLA at minimum cost
- Service offerings
- Operational tools and guidance



Microsoft Solutions Framework

- Building and deploying flexible solutions
- Service offerings
- Solution tools and guidance

Microsoft Readiness Framework

- Preparing for change
- Service offerings
- Readiness tools and guidance

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First Steps

- Understand Technology Reliability
  - Ask the questions
- Understand Your Reliability Requirements
  - Understand your business requirements and constraints
- Take the Next Step
  - Do an evaluation or pilot
  - Engage [YOUR COMPANY NAME]

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Windows 2000 Server Delivers Reliability Through:

- Business Value
- Availability
- Performance
- Scalability
- Internet-Ready
- Hardware
- Prepare for .NET

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