ACRONIS ENABLES RED HAT ENTERPRISE VIRTUALIZATION AND VMWARE CO-EXISTENCE

"When we decided to switch to Red Hat Enterprise Virtualization, we knew there was going to be a fair amount of work migrating 45 production virtual servers. The Acronis software helped us successfully migrate to Red Hat Enterprise Virtualization with ease. We couldn't have done it without Acronis. "

Jeffrey Allred, Manager of Network Resources

A leading healthcare institution

RED HAT AND ACRONIS ENABLE VMWARE AND RED HAT ENTERPRISE VIRTUALIZATION CO-EXISTENCE AND LOWER VIRTUALIZATION COSTS

Red Hat and Acronis have teamed up to create a enterprise-class virtualization solution enabling Red Hat®Enterprise Virtualization and VMWare coexistence. Together we deliver high reliability, maximum flexibility, faster deployment and provide a detour from vendor lock-in - allowing organizations around the world to get more out of their existing virtualization investment and increase their open source platform that allows ease of integration of future innovations.

The Acronis Backup & Recovery 11.5 *unified platform* provides certified migration tools (P2V, V2V, V2P) and backup for Red Hat Enterprise Virtualization, other virtual, and physical environments. Acronis enables Red Hat Enterprise Virtualization and VMware co-existence

Business needs: A majority of enterprises are looking for alternatives to VMware in order to avoid vendor lock-in and lower virtualization costs. Red Hat Enterprise Virtualization is the best platform for Linux workloads and the strategic alternative to VMware. Enterprises have lowered their virtualization costs by adopting a VMware and Red Hat Enterprise Virtualization co-existence strategy.

Business challenges: Most Red Hat Enterprise Virtualization customers are also VMware customers. They want to deploy their dual virtualization environments side-by-side, leverage more of their virtual infrastructure, divide the infrastructure between groups, and use a solution to unify and migrate between the two environments.

Technical challenges: Acronis helps organizations of all sizes address their migration, disaster recovery and data protection needs across physical, virtual and cloud environments – using just one solution. The Acronis unified platform enables users to:

- Migrate VMware, physical Linux, and physical Windows workloads to Red Hat Enterprise Virtualization VMs
- Migrate Red Hat Enterprise Virtualization VMs to physical platforms or to VMware
- Backup both VMware and Red Hat Enterprise Virtualization VMs from one Acronis user interface, and recover either the entire VM (disaster recovery) or individual files (data protection) from one image-based backup
- Perform a migration in less than five steps using Acronis' intuitive user interface

Solution and Offer

Acronis has already enabled businesses to migrate nearly one million servers between physical, virtual, and cloud environments. Acronis Backup & Recovery 11.5 Virtual Edition for Red Hat Enterprise Virtualization perpetual licenses are $1599 per physical host. Each license includes built in and unlimited P2V, V2V, or V2P migrations to and from the host and allows backup and recovery of an unlimited number of VMs on a host.

Until March 31, 2013 Acronis is offering a promotion to Red Hat Enterprise Virtualization resellers:

- Pack of 10 Acronis migration licenses to RHEV (P2V, V2V) for $400 list price

- Pack of 20 Acronis migration licenses to RHEV (P2V, V2V) for $700 list price

Case Study Example

A leading healthcare institution reduced costs and saved time by using Acronis to migrate 45 workloads from VMware to Red Hat Enterprise Virtualization.

	Manual Migration to RHEV (Rebuild)	Using Acronis to Migrate to RHEV	Total Savings Using Acronis
Time to Migrate one 200 GB VMware VM to RHEV	8 hours	1 hour	7 hours per VM (8-1=7)
Total Time to Migrate 45 VMware VMs to RHEV	360 hours (45 x 8 hours = 360 hours)	45 hours (45 x 1 hour=45 hours)	315 hours (360-45=315)
Labor	$75/hour	$75/hour	
Acronis Migration License Costs		$1800 (two 20 pack @ $700 + one 10 pack @ $400)	
Total Cost	$27,000 (360 hours x $75/hour)	$5,175 (45 hours x $75/hr) + $1800	$21,825 ($27,000 - $5,175)

VMware VMs Migrated to Red Hat Enterprise Virtualization on 2 Physical Servers (2 Sockets/Server)

30 Virtual Iron 4.x VMs   15 VMware 3.x VMs   **Acronis®** Backup & Recovery™ 11 Virtual Edition   45 RHEL and Windows VMs on RHEV