

VIRTUALISATION LAUNCH QUOTES SHEET

Customers

Marko Pranic, Deputy Executive Director of the IT and Direct Banking Division, Raiffeisenbank Austria

“With a Microsoft virtualization solution, we have saved money, improved server management, and boosted the reliability of our infrastructure. We now have a better platform on which to grow our business.”

Immanuël Noorman, Information Communication Technology Architect, PGGM

“We expect to be able to streamline the management of our overall solution. For example, we really like the new Server Manager. It provides a single place where we can go to get a good overview of the system and what we can do with it. This makes it much easier for system administrators to do their jobs. With The enhanced system management, security and remote access capabilities, we expect to lower the total cost of ownership as a result of deploying Windows Server 2008 virtualization.”

Roger Killick, IT Manager, Siemens Standard Drives, Congleton

“As a 24/7 manufacturing plant, where IT is embedded into every manufacturing process and system, high availability of our IT systems is critical to our success. Virtualisation has helped us to improve this availability by reducing the dependencies on specific hardware, assist with our disaster recovery plans, and at the same time reduce our space and energy requirements. The ongoing migration to Hyper-V on Windows 2008 Server Core is also reducing the virtualisation support issues, by making virtualisation a skill amongst the support team, rather than a specific role.”

Dave Turney, GOI Lead Architect - Platforms and Virtualisation, BP

“BP sees Microsoft’s virtualisation offering / technologies as an enabler to BP and its virtualisation strategy to help drive improved customer satisfaction, reduce the Datacentre footprint and reduce complexity in a constantly changing world. Having the ability to rapidly provision and supply resources on demand provides BP with a number of tools to make a difference for our customers.”

Partner

Albert Hooyer, Product Manager, Brain Force

“Hyper-V is very easy and it is integrated into the platform. So companies are getting interested — it is a real and very good alternative to VMware, and because of the different pricing structure, they are very interested in what they can do with it. We’ve begun to see the first customers choosing Hyper-V as their primary choice.”

Analyst

Chris Ingle, Consulting and Research Director, IDC's Systems Group

"Virtualization use has exploded since our last survey of the European market. Both large organisations and smaller businesses are using the technology for a wider range of applications and for business critical projects. As use of virtualization grows the challenges around managing complexity, finding skills and software licensing become more apparent."

Microsoft

Zane Adam, Senior Director of virtualisation strategy, Microsoft Server and Tools Division

“Virtualisation profoundly affects nearly every aspect of IT infrastructure management, from accelerating application deployments; to ensuring systems, applications and data are always available. For customers to realize true benefits of virtualization and get rapid return on their investment they should have a holistic strategy for both the virtualization platform and management of the physical and virtual environment through a single pane of glass.”