



## STREAMLINING VIRTUALIZATION ACROSS SITES

### CDW-G and its partners help the Headquarters Air Force Reserve Command deploy a commandwide virtual infrastructure to improve ROI.

Deploying new data center infrastructure is a complex journey. Unpacking equipment, preparing hardware for rack installation and setting up cabling systems are tedious and time-consuming tasks. Combining compute, storage and networking equipment into an integrated and operational system is an equally involved exercise — especially when that hardware comes from multiple vendors. Adding another layer of complexity to the equation, in-house engineering teams typically lack adequate personnel to handle the daunting workload, and the resources they do have may not possess the knowledge to complete the deployment.

Like many organizations, Headquarters Air Force Reserve Command (HQ AFRC) sought ways to overcome those

# 13 days

The amount of time HQ AFRC saved by working with CDW-G and its partners to deploy its new virtual infrastructure

hurdles and reduce the time and difficulties of replacing legacy physical servers with a new virtual infrastructure across nine nationwide locations to support Secret Internet Protocol Router Network (SIPRNet) upgrades. Previous waterfall deployments established a peak implementation rate of just one site every two days. Following that approach, HQ AFRC would have needed more than 18 days to install, configure and integrate the planned infrastructure — and that was too long to wait.

### A Speedier Solution

To shorten the timeline and gain return on investment faster, HQ AFRC turned to CDW-G and its partners to provide the engineering, logistics and configuration services needed to create an integrated solution. As a holistic solution provider, CDW-G possessed a broad view of the technological landscape, deep manufacturer relationships and certified staff capable of handling the intricate deployment.

CDW-G's engineers and partners proposed using an industry-leading hardware and software solution stack consisting of Dell EMC storage, Cisco Systems compute and switches, and VMware virtualization solutions. By relying on best practices and its extensive configuration center capabilities, CDW-G added efficiencies to the implementation process and reduced HQ AFRC's hands-on involvement in the deployment by an estimated 13 days.

## The Process

To guarantee a smooth configuration experience, the CDW-G project manager and technical manager overseeing the deployment emphasized efficiency, communication and accuracy from the start. Orchestrators held several pre-deployment conference calls to ensure all teams understood stakeholder requirements. Inside CDW-G's vast configuration centers, engineers and partners also inventoried each site's equipment, down to the individual CAT 6 cabling, to confirm delivery of all original equipment manufacturer (OEM) parts.

Three CDW-G configuration technicians and several certified installation technicians then racked and stacked most of the equipment, standardizing configurations across all sites. Technicians cabled and labeled components in accordance with customer-provided specifications before HQ AFRC personnel arrived at the configuration center to finish racking equipment. Working side by side, CDW-G technicians and HQ AFRC personnel spent five days connecting the equipment, loading configurations and testing connectivity. Finally, after completing quality assessments, technicians packaged equipment and shipped it to command on a shock-resistant pallet.

HQ AFRC received all equipment plug-and-play ready, enabling personnel to roll it into data centers, apply power and connect networking gear almost immediately — components never sat on the shelf. CDW-G's integrated approach and behind-the-scenes efforts not only helped HQ AFRC achieve full operational capability faster but also accelerated the time to value of the new SIPR virtual infrastructure. And all the while, HQ AFRC staff were able to stay focused on the mission-critical tasks that keep command running.

**Learn how CDW-G can help you complete similar deployments by calling 800.808.4239 or visiting CDW.G.com**

## Why CDW-G Stands Apart

CDW-G boasts more than 1 million square feet of warehouse space and 50,000 square feet of configuration space in its Chicago and Las Vegas distribution centers. Together, these sites output more than 4,500 configurations and more than 600 images each day, by means of three daily shifts.

In addition to its impressive configuration capabilities, CDW-G staffs a team of 120 talented technicians who hold a range of industry certifications, including:

- Associate-level CCNA certifications from Cisco Systems
- CompTIA A+ vendor-neutral certification
- CompTIA Security+ certification

