TechTarget

NSW DEPARTMENT OF EDUCATION AND COMMUNITIES

Server Hardware (incl Virtual Servers)

35 Bridge St.
Sydney, 2000
Australia
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http://www.dec.nsw.gov.au

Industry: Education Management
Company Size: 10,001+

NSW | Education

The Opportunity

- NSW DEPARTMENT OF EDUCATION AND COMMUNITIES is looking to purchase rack /tower servers, blade servers and virtualization software for their office in Sydney within the next 3 months.

A member of the buying team affirmed the upcoming purchase and project - completing a questionnaire/interview and detailing what they are (and aren't) addressing in the scope of their upcoming spends.

Current Solutions

- Currently Installed
    - Rack /Tower servers
    - Blade servers
    - Virtualization software
- Percentage of Environment Virtualized: 90% +
- 12 month goal for percentage of physical server environment to be virtualized:
    - 90% +
- Number of Physical Servers Deployed
    - 1000 to 4999
- Server Virtualization Platform(s) Deployed
    - VMware vSphere
- Rack/Tower Server Provider(s)
    - IBM/Lenovo
- Blade Server Provider(s)
    - Lenovo
- Virtualization Software Provider(s)
    - VMware

Key Purchase Considerations

In this section, we detail the specifics of the problems your prospect is looking to solve, the solutions they are considering, and the specific drivers of their upcoming decisions.

- Technologies Considering for Purchase
    - Rack/Tower servers
    - Blade servers
    - Virtualization software

Rack/Tower servers

- Vendor(s) Considering for Purchase
    - HP
    - Lenovo
- Primary Driver(s) of Purchase
    - End of life of hardware/service contract ending
    - Data management challenges
- Key Purchase Features
    - Memory capacity
    - Management features
- Key Purchase Criteria
    - Price
    - Market leadership
- Number of Rack/Tower Servers Planning to Deploy
    - 10 to 49

Blade servers

- Vendor(s) Considering for Purchase
    - Lenovo
- Primary Driver(s) of Purchase
    - End of life of hardware/service contract ending
    - Data management challenges
- Key Purchase Features
    - CPU speed
    - Memory capacity
- Key Purchase Criteria
    - Price
    - Market leadership
- Application(s) to Deploy on Blade Servers
    - Business Intelligence/Analytics
    - Virtual Desktop Infrastructure (VDI - Citrix, VMware, etc.)
    - Proprietary/In-House Application
- Number of Blade Servers Planning to Deploy
    - 10 to 49

Virtualization Software

- Vendor(s) Considering for Purchase
    - VMware
- Primary Driver(s) of Purchase
    - Server consolidation
    - Upgrading to accommodate new Windows Server release
- Key Purchase Features
    - Compatible with our hardware
    - Automated fault isolation and recovery
- Key Purchase Criteria
    - Price
    - Market leadership
- Number of Physical Servers to be Virtualized
    - 100 to 499

Additional Technologies/Services

- Is your organization considering other technologies or services as part of this project (or directly related to this project)?
    - IT Consulting/Pre/Post Implementation Services

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Suggested Contact Call Strategy:

This report reflects a project happening at this account, and your ability to reach and engage specific contacts will help determine your success. This report is based on direct input from a member of the buying team. To help prioritize your outreach plan, the contact information that follows includes highlighted TechTarget prospects, who are by definition IT pros who research technology purchases. Also included are IT team contacts we've obtained from publicly available sources. We recommend you start your outreach with the TechTarget prospect(s) listed below. Then, continue to surround the opportunity by reaching out to the contacts you know already in your CRM system, as well as the publicly-sourced contacts we provide. The project is in play – put yourself in the best position to penetrate the account and win the deal.

Contact

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