vFoglight: Bringing Clarity and Control to Virtual Infrastructure Management

vFoglight Overview
vFoglight is the only virtualization monitoring solution that understands the relationships and interactions between all the components in the virtual infrastructure. vFoglight simplifies the management of complex virtual environments by helping maximize performance, speed problem to resolution and ensure optimal capacity across virtual, physical and cloud infrastructures. The acclaimed vFoglight user interface is the only one of its kind to offer a unique visual paradigm which uses color coding, shapes and movement that directs an administrator's attention to problem areas. vFoglight enables administrators to reduce the time and effort required to manage the virtual infrastructure through built-in automation, workflow-based alert remediation and in-context administration. Also, the vFoglight essential capacity planning capabilities quickly identifies bottlenecks, predicts capacity failures, provides scenario models and identifies candidates for optimization. Furthermore, vFoglight helps organizations understand how the infrastructure supports key applications and business services, including the ability to associate costs for the use of infrastructure.

Key End-User Benefits of vFoglight
• Provides detailed architectural views across both VMware and Hyper-V environments through a single pane of glass
• Offers ability to be downloaded and operational right out-of-the-box
• Delivers essential alarms describing problems and offers expert advice and automated remediation for solutions
• Provides web-based interface with no need to install a client
• Offers both raw and derived analytics for more informed decision-making
• Provides out-of-the-box and customized dashboards, views, metrics, rules, alarms and reports
• Includes security features such as setup and control of users, groups and roles, control of read, write or no access by role, and an audit log to track product changes
• Forwards alerts to, or receives alerts from, third-party monitoring systems, networks, and other sources; also provides native, out-of-the-box integration to forward alerts with diagnostic URLs to Microsoft System Center Operations Manager

Target Customers
Organizations considering virtualization performance management and monitoring fall into three categories: proactive, reactive and mature. The target buyer for vFoglight includes both the user/primary influencer (VM Admins, System Admins / Windows Systems Admins, Server Admins), and decision makers (managers/directors of IT, IT operations managers/directors, and data center managers/directors).

Proactive Customers
These customers seek to proactively understand performance and availability of virtual infrastructures as they grow and mature. They often have less expertise in managing virtual infrastructures and need greater visibility. There is no minimum on the number of ESX Servers and virtual machines (VMs) these customers may have, and they may be pursued immediately following their purchase of VMware ESX Servers, or implementation of Hyper-V.

Reactive Customers
Reactive customers often have a limited capability to detect, diagnose and resolve incidents and problems as their growing infrastructure leaves them with reduced visibility and awareness. These customers often have 10 or more ESX, or Hyper-V Servers (approximately 100-200 VMs) and are roughly six months past a virtual implementation.

Mature Customers
Mature customers may have many processes in place and are using traditional "physical" management tools for their virtual environments. They may be encountering many issues in performance and visibility that are restricting them to progress further towards their virtual goals. Mature customers seek virtual specific management solutions that both integrate and enhance existing management frameworks and processes. They also seek more capabilities for managing into the virtualized critical applications and infrastructure (e.g. Microsoft Active Directory and Exchange).
Suggested Sales Approach

Proactive:
- Customers adopting or expanding VMware and/or Hyper-V infrastructure
- Customers requiring improved performance and availability from the virtual infrastructure

Reactive:
- Customers who struggle to detect, diagnose and resolve incidents and problems in the infrastructure
- Customers who need to perform capacity planning and chargeback

Mature:
- Customers who need a virtualization-specific solution that provides deep visibility and management into the virtual layer with regards to the underlying physical infrastructure
- Customers who need the fill the gaps for virtualization management of an existing enterprise framework (IBM, CA, BMC & HP)

Cross-sell:
- Virtualized application and infrastructure management: Foglight for Active Directory and Foglight for Exchange
- Management into the storage beneath the virtual infrastructure: vFoglight Storage
- Fast backup and recovery: vRanger Pro

Top Qualification Questions
- Do you have a clear understanding to how the primary four resources support your virtual infrastructure?
- Would you like to understand the root-causes of incidents and problems directly affecting virtual machine (VM) performance?
- Would you like to be more proactive in managing resource contention and capacity issues between components in the virtual and underlying physical environment?
- Would you like to reduce the amount of time required to detect, diagnose and resolve performance and availability issues?
- Would you like to improve efficiency by leveraging automated workflows to control and manage problem resolution?
- Do you need a solution to manage both VMware and Hyper-V hypervisors?

vFoglight for VMware Customers Overview

vFoglight is a complementary solution to VMware vSphere and vCenter Server. vCenter Server performs configuration and administration tasks for VMware ESX Servers. vFoglight focuses on performance and availability monitoring for VMware ESX Servers and applications that run on both virtual and physical environments within the infrastructure. With vFoglight, administrators can understand the VMware architecture, do unattended monitoring, receive high-level data aggregations and visualize key data. These capabilities over a broader view compared to those included within individual vCenter screens. vFoglight provides a simple means for administrators to visualize the workload impact of moving a virtual image from its current physical server to another one. In addition, vFoglight links the system layer to specific applications to help IT obtain a better understanding of the IT infrastructure and its impact.

vFoglight Is Priced to Sell!

vFoglight, which is available in both Standard and Pro editions, is licensed per physical CPU socket. Each physical CPU socket on the ESX host source requires one (1) CPU license. Quad CPU ESX host requires four (4) CPU licenses. The number of cores is not a factor in vFoglight pricing. Each license requires support and maintenance with the first year included in the price. Additionally, options for two and three years are available.

vFoglight SE - $499/CPU * vFoglight Pro - $699/CPU

For more information about Quest go to www.quest.com.

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