

# *Moving to Grids and Virtual Enterprises*

## Selecting your first Project

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# Simplicity is possible

**The objective is not Grid...**

**The objective is delivering ability..**

***"Grow the Business while Reducing Cost and Complexity"***

***"Faster results, Demand based Scaling, Meeting SLAs, Lower TCO"***

# Simplicity is possible

**Start small and grow based on  
Success and Acceptance**

**Build incrementally**

*Fact: Grid technology is widely used in business today – probably by your competitors*

# Simplicity is possible

## **Clarify your objective?**

- Short term (now)
- Longer term (1 to 3 years)

## **What is the Business value?**

- Will investment increase profits?
- Will investment reduce costs?

## **Strong Executive Sponsorship?**

## **Agree on measures of Success**

# Easy steps to Qualify, Validate and Prioritize your applications

## Qualification & Validation

Setup/Knockdown  
"Silos vs. Virtual Processing"

Qualify  
Business/Workload  
Performance Issues

Qualify Strategic  
Technology  
Initiatives

Target Problem  
Areas with Solution  
Blueprints

Target Application  
Workload  
Environments

Profile Workload  
Patterns "Cause &  
Effect" Pain

Setup POC or  
Prototype with  
success measures