

# Data Center Discovery Document

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1. What is driving your interest in a data center? (DR, Consolidation, Security)?
2. Is IT a critical part of your business?
3. How big is your IT Team?
4. What is the current design of your IT infrastructure?
5. What are critical business systems / applications?
6. What have they virtualized? What can they?
7. What is the business impact if these applications are down?

8. What compliances are important?
9. What does server downtime lose your business per hour?
10. How do they backup and recover today? Will that continue to work?
11. Any geographical constraints / latency sensitive applications?
12. How will they use existing IT assets?
13. What technical assistance do they need designing and deploying a solution?
14. What is their replenish cycle on IT Equipment?

15. What is your Disaster Recovery strategy today?
16. What is their goal? (Recovery or Continuity)
17. What do they have today for DR? (Hardware, Oses, applications, storage)
18. What is their RPO and RTO for each major application?
19. Does their current DR environment meet all of their needs (performance, etc.)?

20. Does the company own their own data center today?
21. What are the plans for still owning a data center in the future?
22. What are your space, power requirements?
23. Would it be attractive if parts of their existing infrastructure could be collocated and integrated into the virtual environment?

24. What manufacturer and quantity of servers do you have on-site today?
25. Are you looking to bring your own servers or ones which are supplied by the provider?
26. Is there a performance constraint (CPU, Disk, I/O, RAM) that you typically run into?
27. What applications are you running on your servers today?
28. Are there any additional notes:
29. Can you access the servers from anywhere or any device? Is that important?
30. What is your configuration of each server (CPU, GB memory (RAM) GB Storage)
31. How often are the servers being backed up?
32. How much total storage do you have?
33. What is your Storage architecture?
34. What type of storage have you been looking at?

- 35. Where are your shared files stored today?
- 36. If you have a file server, how old is it?
- 37. How do you access your shared files today?
- 38. How do you access your shared files offline?
- 39. Who manages your shared files today?
- 40. How does your company do faxing? Are you a heavy user of faxing?

41. How many email users do you have?

42. What is your current email platform? What version (Exchange server, Hosted Exchange, Zimbra, etc.)

43. What is your mailbox capacity?

44. Do you have real-time access to your email from a mobile device?

45. Can you utilize your email off-line?

46. Who manages your email today?

47. Do you share calendars within/outside your domain?

48. Do you use instant messaging?

49. Do you collaborate on documents?

50. What is your application architecture? Single Tier? Multi-tier?
51. Would some or all their entire applications reside within the data center?
52. How many desktops are your managing?
53. Is it the goal for IT to get out of administering Exchange or simply change how it is delivered?
54. How are you managing your firewall today?



- 55. How do your remote users access the application? (Internet, WAN, VPN, Point-to Point)
- 56. What are the key drivers - cost, continuity/recovery capabilities, etc.?
- 57. What is the clients timeframe / goal of making a decision regarding moving the cloud?
- 58. Additional notes regarding quote: