# CWOM MENTORED POV PLUS

## Service Overview:

At Netnology, we specialize in Cisco enablement and implementation services to expedite the adoption of Cisco Workload Optimization Manager (CWOM). As part of this Mentored POV Plus service offer, our subject matter experts (SME) partner with your team to ensure a smooth deployment of the CWOM solution in the production environment and provide knowledge transfer to equip your staff with the necessary skills to configure and manage the CWOM environment. Please note, the same service is available for Turbonomic.

## CWOM Solution:

CWOM ensures application performance with real-time optimization. CWOM can continuously deliver application performance while minimizing cost. It drives different teams to innovate and run applications efficiently. CWOM is intelligent software that assures application performance by giving the known workloads the resources they need, when they need it.

- Understands application resources needs at every layer for full-stack visibility.
- The AI-assisted analytics proactively makes recommendations to alleviate performance issues.
- Intelligent automation implements resource recommendations automatically to ensure performance.
- Hybrid cloud optimization drives public cloud savings with automated selection of cloud instances, relational databases, and storage based on workload consumption.
- Better together, as CWOM works with multiple third-party solutions to see deep into any environment to recommend the very best performance (AWS, Azure, Java, Oracle, App-Dynamics, VMware, NetApp, EMC, NetFlow, Pivotal and multiple Cisco Solutions)
- Automatically grow VM resources when needed, and schedule auto take back of resources when not needed.
- Custom Dashboards for any viewer's preference and scheduled reports on a daily, weekly, or monthly option for a variety of resource, utilization, and growth reports.

## Service Benefits:

Netnology has a team of world class engineers who specialize in CWOM and are passionate about customer success. Netnology will partner with you to provide:

- Step-by-step guidance from an SME on CWOM solution deployment
- Configuration and documentation of CWOM solution
- Knowledge transfer to ensure that customer is ready to configure and manage the production environment

## Scope of Services:

As part of the 3-day Mentored POV Plus engagement, Netnology will help with the following:

- Solution Overview
- Solution Deployment
- User Management (AD Integration)
- Alerting and Notifications
- Multi-Solution Integrations (up to 5 Targets)
- Use-Case Deployment (up to 3)
- Billing and Cost Overview
- Plan Creation
- Auto-Reports
- Knowledge Transfer

## Target Audience:

This service is designed for Network Architects, Network Engineers, Systems Engineers, Security Engineers and Administrators configuring, deploying, and managing CWOM in a production environment.

## Prerequisites:

Customer needs to ensure that a pre-existing virtual environment is setup and able to deploy CWOM. Customer also needs to acquire the necessary licenses for the deployment of CWOM.

## Service Deliverables:

| No | Deliverable | Service Details |
|---|---|---|
| 1. | Project Kickoff | • Project Overview<br>• Solution Overview |
| 2. | CWOM Deployment | • Install and Setup CWOM<br>• Add License File |
| 3. | User Management | • Create Administrator / Root Account<br>• Add Other Authentication Methods<br>    o Active Directory |
| 4. | Alerting and Notifications | • Setup SMTP<br>    o Severity Levels<br>• Setup SNMP Trap's |
| 5. | Multi-Solution Integrations | • Create New Targets for AI Engine (up to 5)<br>    o VMware<br>    o AWS/Azure |
| 6. | Use-Case Deployment | • Day-to-Day Optimization<br>    o CWOM Actions<br>    o Setting Up Rules<br>    o Maximize Efficiency Using Automation (vMotion, Auto Scaling, Storage vMotions)<br>• Modernize Pace of Business<br>    o Model Infrastructure and Workload Growth<br>• Elasticity with Multi-Cloud Control<br>    o Automation of Application Workload Placement Across Private and Public Cloud |
| 7. | Billing and Cost Overview | • Hardware Cost<br>• Cost of CPU Per Unit<br>• Cost of Memory Per GB<br>• Cost of Storage Per TB |
| 8. | Plan Creation | • Optimization Plans<br>    o On-Premises<br>    o Cloud<br>• Hardware Refresh Plans<br>• VM Growth Plans<br>    o Migrate to Cloud Plans |
| 9. | Auto-Reports | • Customize Generated Reports to be sent Daily, Weekly, Monthly |
| 10. | Knowledge Transfer | • Explain to the customer how to configure and manage the solution in the production environment |