

HotLink SuperVISOR for VMware

Transform IT™

"HotLink allows Informatica the freedom to choose the best hypervisor for each application we deploy without adding complexity or redundant management infrastructure. For Informatica, this translates directly into cost savings, improved skill utilization and better leverage of our existing VMware investment."

Tony Young
CIO
Informatica

The Problem

A few years ago, you were the visionary who built the business case showing how virtualization could save your company millions of dollars in hardware, power and cooling while providing much greater agility. You then embarked on the transition of workloads from physical to virtual — declaring all new applications would be deployed on virtual infrastructure. Of course, VMware won the technical evaluation due to the robust management capabilities and hypervisor maturity. It was an easy decision.

Now, the low-hanging fruit has been transitioned, and you have to figure out an overarching strategy to address diversity of requirements in your enterprise. Varying levels of criticality, SLAs, technical needs, application affinity and user demands must be accommodated. You don't have full control to dictate a singular virtual solution, but you have responsibility for somehow managing all of it. This is not so easy.

Then, the toughest problem of all — cost. How can you possibly virtualize all these applications without increasing the operating budget? Some of your business units are already using Xen or KVM, and you know that transitioning to a single virtual infrastructure would be prohibitively expensive given the large number of servers. Microsoft tells you how much you can save if you just move the Windows workloads to Hyper-V. At the same time, you cannot afford the cost and risk of redundant management infrastructures. This is getting ugly.

If these problems sound familiar, you need to take a look at HotLink® SuperVISOR™ for VMware.

HotLink's Solution

HotLink SuperVISOR for VMware is a virtual integration and transformation platform that extends the robust management capabilities of VMware vCenter to all major enterprise hypervisors — including Microsoft Hyper-V, Citrix XenServer and Red Hat Enterprise Linux (KVM). That's right, HotLink enables VMware vCenter to interoperate with other virtual infrastructures.

Unlike overlay solutions that provide only basic cross-platform features on top of native management toolsets, HotLink SuperVISOR for VMware abstracts the virtual infrastructure so you can support other hypervisors utilizing the underlying capabilities of VMware vCenter. No additional management dashboard is required!

The HotLink SuperVISOR for VMware platform provides an open architecture for policy-based automation across all virtual infrastructures as well as automated cross-platform conversion and migration of workloads. With HotLink you can:

- Extend VMware vCenter to manage other hypervisors
- Tier virtual infrastructure based on business requirements
- Mix & match hypervisors to reduce operating costs
- Leverage existing skills & management investment
- Eliminate vendor lock-in

No other cross-platform solution provides the scalability, flexibility and cost savings of HotLink SuperVISOR for VMware.

HotLink SuperVISOR for VMware

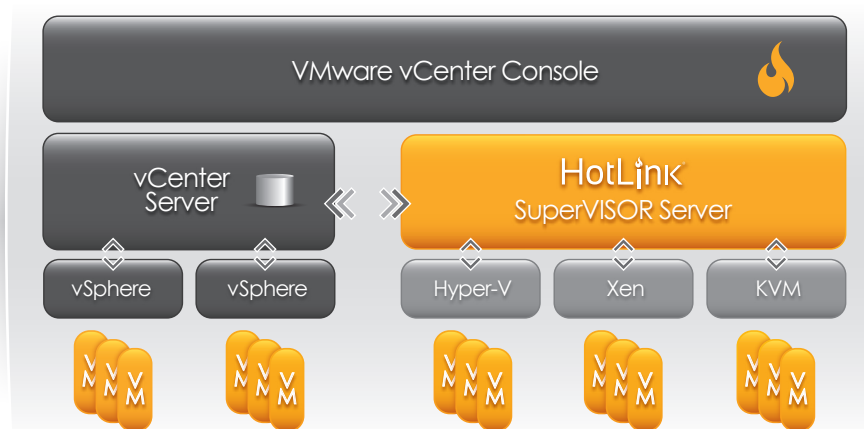


Figure 1. HotLink extends VMware vCenter to natively support heterogeneous hypervisors

HotLink SuperVISOR for VMware

HotLink tackles heterogeneity from the bottom up with patent-pending transformation technology that abstracts virtualization infrastructure, so cross-platform hypervisors can be treated as unified and native objects inside VMware vCenter. No other solution can do this.

Unified Virtual Platform

HotLink SuperVISOR for VMware is a unified platform that integrates with and extends VMware vCenter to support all major virtual infrastructures — Microsoft Hyper-V, Citrix XenServer and Red Hat Enterprise Linux (KVM). HotLink's virtual object bus, transformation technology, proxy and integration services allow you to holistically manage a mixed environment as easily as a VMware-only deployment.

VMware vCenter Plug-in

Utilizing the native VMware vCenter interface, HotLink SuperVISOR for VMware extends its functionality to support other hypervisors. In fact, you add and manage Microsoft Hyper-V, Citrix XenServer and Red Hat Enterprise Linux (KVM) hosts alongside VMware vSphere in a single inventory tree — no additional console is required. Only with HotLink can you fully leverage your VMware management investment while unifying diverse virtual infrastructure.

Hypervisor Transformation

The HotLink Transformation Engine™ is the only technology available to abstract virtual infrastructure metadata and decouple VMware vCenter from the underlying VMware vSphere hypervisor. Now, you can choose the optimal hypervisor for each application or use case — and mix and match natively within VMware vCenter. HotLink automation takes care of the hypervisor transformation behind the scenes.

Workload Conversion & Migration

With HotLink SuperVISOR for VMware, you can take virtual machine snapshots cross-platform, clone and then seamlessly migrate between hosts regardless of the target hypervisor — necessary metadata and data stores are automatically converted across native image formats.

Open & Extensibility Architecture

Designed with an open architecture, HotLink SuperVISOR for VMware enables you to leverage custom and pre-existing workflows cross-platform. A standard native API allows policies and automation to be applied uniformly across your entire virtual infrastructure.

The Benefits

HotLink SuperVISOR for VMware was designed from the ground up for heterogeneous virtual infrastructure. Because of the pioneering HotLink transformation technology, you can natively interoperate hypervisors without an overlay management console. By abstracting the complexity, HotLink gives you the choice to pick the virtual infrastructure you want and leverage the VMware vCenter management infrastructure you already have.

HotLink's enterprise customers span technology, financial services and telecommunications and were among the earliest adopters of VMware infrastructure. For these industry leaders, the innovative HotLink SuperVISOR for VMware platform represents a practical and scalable solution to the real-world challenges of heterogeneous computing.

Only with HotLink SuperVISOR for VMware can you readily tier and optimize your virtual infrastructure and:

- Mix & match hypervisors
- Unify management with VMware vCenter
- Eliminate lock-in
- Standardize policies & automation
- Leverage existing skills
- Reduce infrastructure costs

Let us tell you more about HotLink SuperVISOR for VMware and how it may be just the right answer to transform your virtual infrastructure and provide the optimized environment you need for agile, scalable and cost effective enterprise computing.

“Because HotLink technology gives us the flexibility to introduce other hypervisors into our environment, we have eliminated the vendor lock-in problem and improved our negotiation position with other vendors. In addition to the cost savings of tiering our virtual infrastructure, we expect the HotLink technology to result in better virtual infrastructure pricing across the board.”

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