

Virtualization: The New Business Unit at Consol

VMware partner expands line to include virtualization consulting and implementation

Munich, 15 October 2009—Consol Software GmbH is expanding its product range to cover a new business segment. Virtualization, the newly created business unit of the Munich-based IT and consulting company and VMware partner, offers consulting and implementation services for server and desktop virtualization. Its mission is to improve the efficiency of IT systems while reducing capital and operating costs. This is made possible through higher capacity utilization of hardware resources which, in turn, allows companies to react more flexibly to changing market demands. Virtualization likewise reduces long-term capital and operating costs by, for instance, lowering energy consumption. Consol is one of a handful of VMware enterprise implementation and consulting partners. The company has now added the Infrastructure Virtualization competency within its capacity as a VMware partner. Periodic updating of our VMware sales, consulting and technology certification guarantees that we will always provide you with the most recent VMware know-how.

Best Practices by Professionals

The new business unit is comprised of an interdisciplinary team of Consol specialists in all administrative areas that combines expertise in many different operating systems under one roof. These experts have many years of project experience focusing on server and application hosting as well as network and storage solutions. They use tried and proven infrastructure check lists to analyze the customer's infrastructure components and subsequently draft a customized virtualization concept based on the results of this analysis. The customer benefits from best practice scenarios for normal or complex environments.

In addition to out-to-the-box packages, Consol also offers customized solutions. The main points of focus for the IT consulting and software company in the months to come will be on desktop virtualization and the hardening of virtualized systems. To achieve enhanced security for IT environments and platforms, patch management for VMware products will be reviewed with the aim of implementing changes with the least possible impact. Access control also plays a major role in hardening, e.g., in relation to password policies, file/folder privileges, VMware ESX servers and virtual machines. In this context, software components that are not absolutely necessary are deleted or disabled. Desktop virtualization is a further focus of the business unit's activities. As part of the process, our specialists employ a feature matrix to determine which IT environments Sun VDI or VMware View is better suited for.

Virtualization: More Than Just a Trend

“Virtualization is more than just a trend. It represents a new way to lower the cost of utilizing IT resources. Our involvement in this area dates back several years, and we have already successfully completed several related projects. The next logical step to help us round out our product portfolio was to set up a separate business unit that offers high-quality consulting services,” states Christian Botta, project manager for the company's new Virtualization business unit. “The new business unit combines many years of experience in traditional IT

consulting and project management with the latest virtualization know-how. This allows us to offer solutions that meet the exact needs of our customers in terms of efficiency.”

About Consol

Consol Software GmbH is an established IT consulting and software company based in Munich, Germany. Founded in 1984 and currently employing over 180 people, Consol specializes in the development, integration and operation of complex IT systems. The company also offers its own line of products for helpdesk, customer complaint, lead management and other applications. Customers of Consol include major corporations such as BMW, Daimler, HypoVereinsbank, Kyocera, Neckermann, Sun Microsystems and Siemens, as well as medium-sized companies and public agencies. With a branch office in Ratingen and subsidiaries in the U.S. and Poland, the company generated €19.5 million in sales in the 2007/2008 fiscal year.

Numerous prizes attest to the company's quality, expertise, innovation and good employee relations. e.g. the 'Großer Preis des Mittelstandes,' a prize for German SMEs, which Consol won at the end of 2007, the four victories in the renowned 'Germany's Best Employers' competition (2006 to 2009 inclusively) or the Advancement of Women Prize awarded by the Bavarian State Ministry for Labor and Social Affairs, Family and Women (2008). The company's record is also impressive on the international stage: In Europe, Consol has achieved the TOP 3 leading positions in the competition 'Best Workplaces in Europe' (first place in 2007, second place in 2008 and third place in 2009).

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