

TEST BEFORE YOU INVEST



Improve solution deployment success rates and decrease time-to-market with a custom combination of Sun technology, partner solutions, and expertise – all under one roof!

TAP INTO THE POWER OF A GLOBAL COMMUNITY

To ensure you're getting the most out of your IT dollars, test before you invest by tapping into the power of a global community.

Sun Solution Centers bring together the experience, expertise, and leading-edge technology of Sun and its partners in a state-of-the-art test lab environment.

Sun Solution Centers around the globe can simulate your business information technology architecture, enabling you and your local Sun team to architect, create, and test a solution without disrupting your production environment.

Before making a crucial business decision, use our Sun Solution Centers to run “what-if” scenarios and determine which system or solution is best for your business. Doing so will provide the confidence and hard facts you'll need to justify ideas and budgets to upper management.

Tap into the power of a global community by utilizing a Sun Solution Center to “test before you invest.” You'll decrease your risk and enjoy a faster, smoother solution deployment.

WHAT WILL YOU FIND AT A SUN SOLUTION CENTER?

The Sun Solution Centers host more than 4,000 customer engagements annually. Each center provides:

- The best of Sun's technology, both on site and through real-time connections with other Sun Solution Centers
- Direct contact with the engineers and subject matter experts who have built and implemented products
- The participation of over 300 Sun partners
- Access to thousands of CPUs and petabytes of storage
- The opportunity to test real-world scenarios in a heterogeneous environment
- Custom solutions for integration and interoperability challenges across multi-vendor solutions

Customer Case Study

ISSUE: A large Asia Pacific client needed a complete overhaul of their current billing architecture. However, they wanted to do intensive testing before they purchased the hardware and software and went live.

SOLUTION: The Sun Solution Center teamed up with Accenture, Sun Services and Sun Professional Services to stage a massive simulation of the proposed new environment. The test involved four E25K's with 20 domains, and ran Siebel CRM and Kenan billing applications 24 x 7 for a four-month trial at a Sun Solution Center site.

RESULT: The test showed the client that this combination of hardware and software was exactly what they needed. The move to a live production environment went smoothly and without interruption to the client's business.

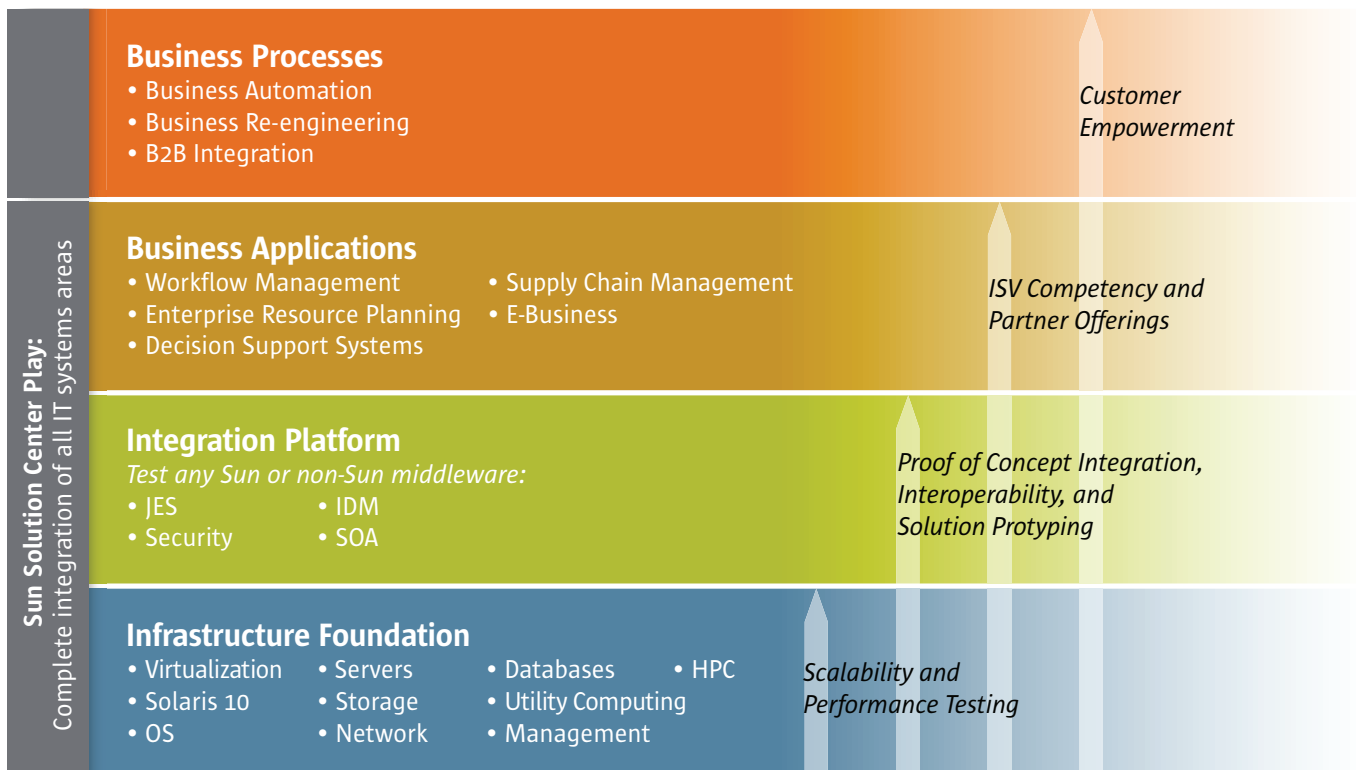
"THE VALUE PROPOSITION OF THE SUN SOLUTION CENTERS FOR EDS IS THAT WE CAN QUICKLY MOUNT A PROOF-OF-CONCEPT TO PROVE THAT THE SOLUTION WILL WORK AND WILL PROVIDE THE NECESSARY SERVICE FOR MANY YEARS TO COME."

Paul Hoskinson, EDS

"THE SOLUTION CENTERS ENABLE US TO TEST OUR IDEAS QUICKLY, CUTTING OUT A LOT OF THE RED TAPE, THEREFORE REDUCING RISK TO THE PROJECT."

Peter Chon, Hutchison - Innovation Services

SUN SOLUTION CENTER VALUE CHAIN



Sun Solution Centers solve customer needs across the business and technology landscape.

SUN SOLUTION CENTER SERVICE OFFERINGS

- **Architecture Workshop:** Collaborate with Sun experts to create, review, and select proposed concepts and architectures
- **Benchmarking:** Run technical High Performance Computing benchmarks and test scientific applications on Sun platform; leverage our environment resources to test and prototype commercial applications running on a grid.
- **IHV Competency:** Take advantage of our expertise in heterogeneous complimentary products that run on Sun technology, including solution architecture, capacity planning, technical consulting, best practices information, workshops, reference implementations, cookbooks, collaborative white papers, product certification/validation and training.
- **Incubation Laboratories:** Challenge your knowledge and opportunity to solve business problems by experiencing the latest technology Sun and Sun partners have to offer. Build on this opportunity to demonstrate products and concepts to your customers, and grow them into real business solutions.
- **ISV Competency:** Take advantage of our expertise in the enterprise application systems that run on Sun technology, including architecture development, capacity planning, on-site technical consulting, best practices information, workshops, reference implementations, and training.
- **Needs Assessment:** Get an assessment of needs and documentation of technical requirements for specific business solutions.
- **Partner Programs:** For Sun partners, the Sun Solution Centers offer a range of programs.
- **Proof of Concept:** Each 'POC' engagement provides complete solution details, including architecture design, hardware and software selection, business processes, load testing, performance and characterization, and final recommendations for 'go live' implementation.
- **Solution Briefings:** Get an overview of Sun technology and industry-specific solutions
- **Solution Prototyping:** Sun Solution Centers offer best of breed solution expertise in many areas, including security and identity management, supply chain management, and retail banking solutions.
- **Storage Solutions:** We are experts in heterogeneous storage solutions, helping customers and partners build storage requirements, architecture, performance, and scalability for any business solution.

Talk to your Sun account manager or systems engineer today for more details on scheduling a Sun Solution Center engagement, or visit the Sun Solution Center site at: sun.com/ssc

The Sun Solution Center community proudly includes the participation of the Authorized Sun Solution Centers at key partner locations, where partners such as EDS, Clarity, University of Maryland, and Ingram-Micro combine their Sun technology expertise with industry-specific solutions to meet your business IT needs. For a complete list of ASSC partners and their locations, please visit our site at sun.com/ssc.

THERE'S A SUN SOLUTION CENTER NEAR YOU

United States

San Francisco Bay Area, CA
Hillsboro, OR
Broomfield, CO
Ft. Lauderdale, FL
McLean, VA

Latin America

Mexico City, Mexico
Buenos Aires, Argentina
Caracas, Venezuela
Sao Paulo, Brazil

Europe/Middle East/Africa

Edinburgh, Scotland
Manchester, England
Paris, France
Frankfurt, Germany
Munich, Germany
Walldorf, Germany
Milan, Italy
Madrid, Spain

Asia Pacific

Bangalore, India
Beijing, China
Hong Kong, China
Shanghai, China
Taipei, Taiwan
Seoul, Korea
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