



PRESENTS

**NETWORLD INTEROP**

an INTEROP event

# StorageNetworks Services

---

Stan Nowak

Sr. Director

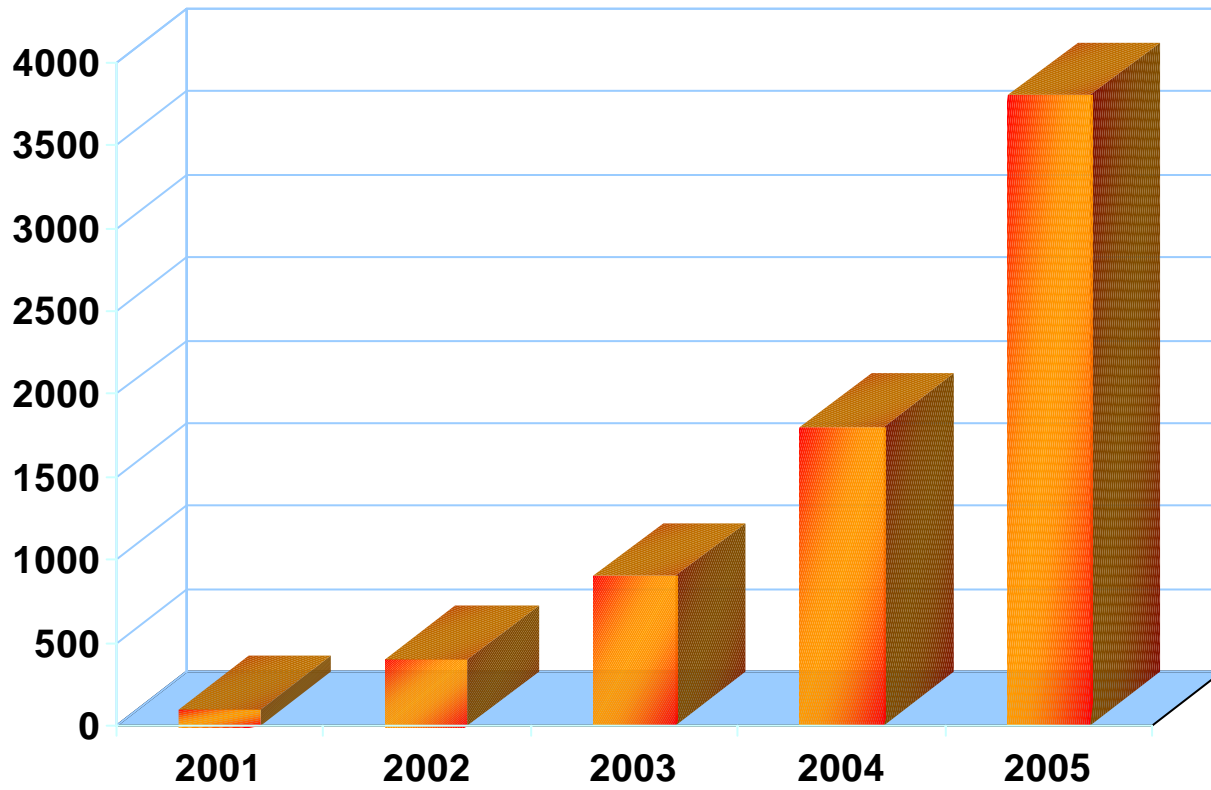
Date of Presentation



# Storage requirements are out of control

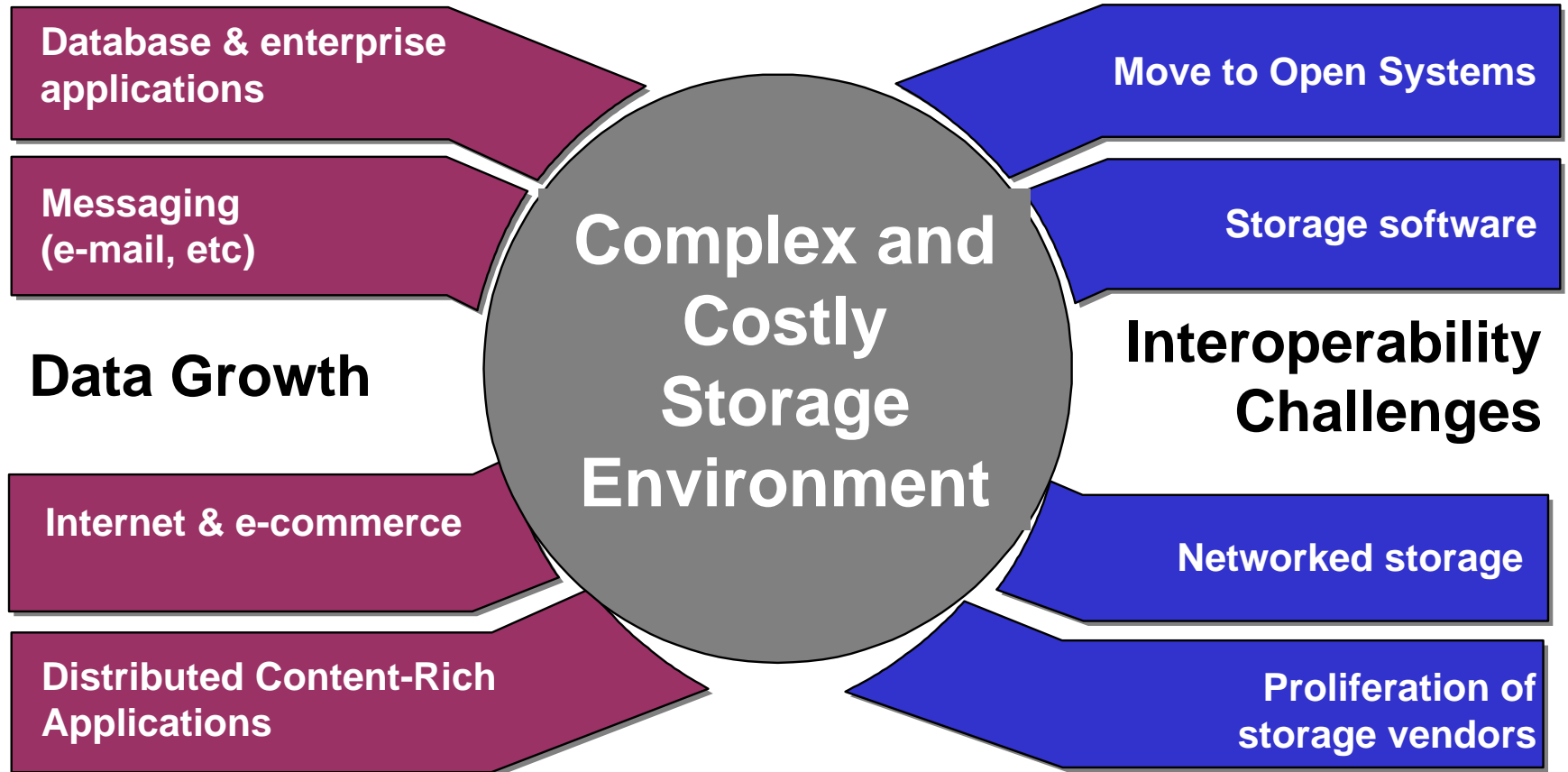
---

***Nearly 4000 petabytes of external storage will be purchased in 2005.***



# Macro Storage Dynamics

---



# The Result: A Challenging Environment

---

- High integration costs
  - At least 7,000 combinations of best-of-breed storage solutions to evaluate
- Low asset utilization
  - Enterprises typically operate at 25-40% storage utilization (Gartner)
- High cost of management
  - Management is 8 to 10 times the cost of storage hardware (Gartner)
- Lack the tools to manage a heterogeneous environment
  - Only 10% of companies have planned or deployed SANs (IDC)

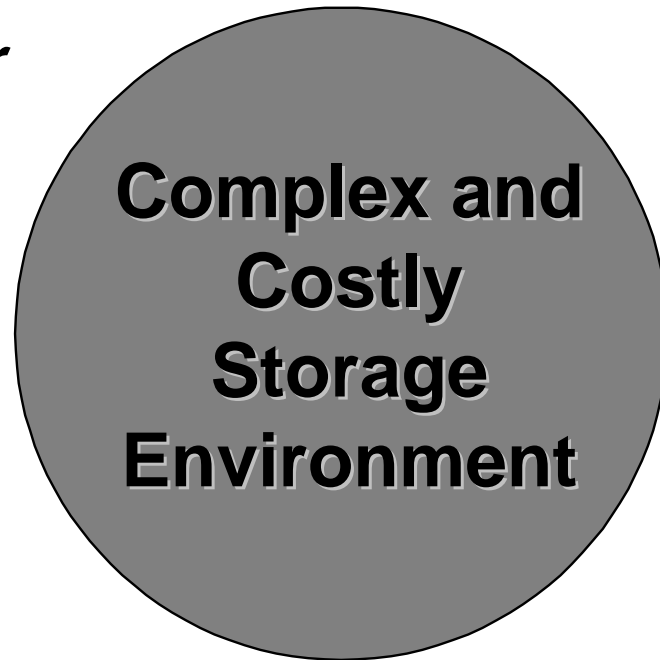
***Storage represents more than 15% of IT operational spending, and more than 30% of IT capital budget spending.***

***Corporate Executive Board's Working Council for CIOs***

# The Result: Typical Customer Response

---

***Single Vendor  
Approach***



***Over  
Provisioning***

***Intellectually Intensive Resources***

# What Solves These Challenges? Our Approach

---

**Services**

Storage management operating system,  
backup & recovery services, migration  
and ongoing management support

+

**Software**

Robust storage management software  
that drives efficiencies and reduces costs

+

**Networks**

A Multi-Vendor Networked Storage  
Environment

# Multi-Vendor Networked Storage Environment

---



## Automates labor-intensive storage management tasks

- Event management
- Problem and escalation mgmt
- Change and configuration mgmt
- Forecasting and capacity planning
- Requisitioning
- Reporting and trend analysis



## Improves ongoing management of multi-vendor storage environment

- Efficiently integrates new technologies into environment
- Introduces vendor competition
- Helps you manage installed infrastructure to high utilization

# Benefits of a Robust Storage Management Software Platform



- Ongoing performance statistics
- Chargeback by cost center, region, and project
- Auto discovery and dynamic mapping of topology
- Capacity statistics
- Utilization reporting
- Organizational hierarchies
- Automated provisioning and change management
- Automated trouble ticketing
- Automated asset management
- Backup and restore success rates



# Our Solutions: Software + Services

---

- **STORmanage**

- Managed storage services that provide an integrated software platform delivered as a service
- 24x7 Global Operations support
- Certified networked storage solutions

- **STORbackup**

- Managed backup and restore services that provide a portfolio of scheduled/incremental backups mapped to your business and application requirements

- **STORMigration**

- Consulting services that help you migrate to a networked storage environment quickly and securely