

Economic Impact of Storage Archive for Today's Public Sector Initiatives

WebTech Q&A Session – March 24, 2010

1. Please provide some explicit examples: Content depot, unstructured data, replication data, and traditional data.

	Structured	Unstructured	Replication	Content Depot
Data examples	Oracle DB, SharePoint DB	MP3 files, PDF files, medical images	Snap copies, volume copies used for datamarts, testing, recovery volumes	Archive elements of DBMS systems, log files, unstructured data, emails
Media	Disk - RAID 1,5 etc.			Tape, Disk, CD
Backed-up	Yes	Yes	Often	No
DR protection	Yes	Usually	Not usually	Not necessary but possible
Relative costs	\$\$\$\$\$\$\$	\$\$\$\$\$	\$\$	\$

2. You said archived storage costs are cheaper, but the actual costs using Hitachi Content Platform are higher than Tier 3 costs due to the Hitachi Content Platform software licensing. Will that be corrected soon?

We cannot confuse price and cost. Yes, the price of the archive software and platform is not free, and does add to the cost of acquisition. There are costs that are additive compared to a traditional Tier 3 disk solution. But the unit cost TCO of archive is lower than Tier 3 when you look at multi-year costs of

- Backup
- DR
- Data migration
- Management
- Power, cooling, floor space
- Provisioning time
- Cost of waste
- Etc.

When we take a TCO view of archive vs. Tier 3 using some of the 33 types of money, the archive tier has a lower unit cost.

3. Where can I get a copy of the tool, Archiving Storage Economics Quick Estimator?

The tool is currently in Beta release right now, however, it should be ready soon. When it is available, your Hitachi Sales Representative can get you a copy.

4. Does Hitachi Data Systems offer help to get a storage economics assessment of a customer environment?

Yes, Hitachi Data Systems offers a Storage Economics Discovery Assessment. Please contact your local Hitachi Data Systems sales representative or authorized channel partner for more information.