

Storage Economics Strategy Service



Audit, Assess, Design, Analyze, and Justify

Today, as a storage or IT professional, you face mounting strategic and economic challenges. You have to cope with the mounting complexity of satisfying rapidly increasing capacity and reliability requirements without additional headcount. And you must do so in a business environment where shrinking IT budgets mandate exhaustive economic justification for new initiative funding.

This service helps you to better assess, analyze, design, and economically justify the most appropriate storage architecture to meet your organization's requirements.

Highlights

- > **Discover** your total existing storage environment
- > **Assess** your storage infrastructure and needs
- > **Design** your new architecture in a collaborative workshop
- > **Analyze** return on investment for multiple design options
- > **Justify** and quantify your storage choice using a Hitachi Data Systems-generated report

Our Storage Economics Strategy Service is a vanguard offering that helps you objectively assess your current storage environment (host connected or via a network) and make tactical/strategic plans to take advantage of new storage architectures.

We employ a workshop approach to rapidly review your business and IT infrastructure, operational capabilities, and risk areas. Within this workshop and discovery process, we evaluate your storage assets, assess and document your requirements and business drivers, provide a logical design for your storage solution, and provide economic modeling for the resulting design.

Our assessment provides expert technical and thought leadership that can be used to promote new storage initiatives.

Deliverables

The following deliverables are included within the scope of this service:

- > **Phase 1: Discovery of Existing Enterprise Storage**
 - We deploy a non-invasive discovery tool (no agents loaded on hosts) that finds storage directly attached to hosts or on a network.

- We provide a current snapshot of storage allocated to each host, total capacity, and utilization.
- We provide an objective, rapid view into your storage usage and sizing of your potential solutions.

> Phase 2: Storage Infrastructure Assessment

- We deliver the first part of the on-site workshop, focused on your current infrastructure environments, requirements, and business needs.
- We address key IT infrastructure that impacts storage solutions as the primary focus of this workshop.
- We address topical areas, including backup, recovery, disaster recovery, database replication, SNMP management, capacity planning, change control, storage provisioning, etc.

> Phase 3: Logical Design Solution Workshop

- We consider multi-protocol options (FC, NAS, iSCSI), transport options (IP, FC, DWDM), and topologies in your logical design options.
- We evaluate your multiple design (and converged design) options.



The direction you can trust

- We collaborate to ensure designs will satisfy your business initiatives and budget requirements while leveraging the IT infrastructure already in place.
 - We construct your logical storage architecture from the prior inventory data, infrastructure analysis, and requirements gathering.
- > **Phase 4: Economic and Return On Investment (ROI) Analysis**
- We consider ROI models for the above design options. If multiple designs are reviewed, their economic impacts are modeled independently to help in the selection process.
- > **Phase 5: Detailed Written Report from Hitachi Data Systems**
- Within 10 days after on-site assessment, we deliver a completed report that includes the inventory results, options, design parameters, design description, and economic justification.
 - The resulting report concludes our closed-loop analysis/methodology, which you can use for business justifications of your new storage architecture.

Prerequisites

The following items are required before Global Solution Services begins service deployment:

- > We require information relative to your storage and server inventory, listed by site and by type. If the Hitachi Data Systems discovery tool is not used, we will need to acquire the requisite inventory information from you in the form of spreadsheets or other text documents.
- > For economic analysis, we require financial parameters, including (but not limited to): depreciation type, modeling term, cost of labor, cost of storage outages, storage hardware and software maintenance, etc.

Those who would benefit most from this service workshop include: storage administrators, systems administrators, DBAs, backup managers, network engineers, and DR planners, as well as IT and customer advocates.

Related Service Offerings

As follow-on initiatives may arise from the results of service/assessment, you may wish to consider these additional Global Solution Services offerings:

- > Storage Consolidation Planning and Design Service
- > SAN Implementation Service
- > Open Systems Planning and Design Service
- > Implementation Service for InterSAN® PATHLINE® Software

Hitachi Data Systems

www.hds.com

storage@hds.com

Corporate Headquarters

750 Central Expressway
Santa Clara, California 95050-2627
U.S.A.
(408) 970-1000
info@hds.com

Asia Headquarters

Suite 3301-6, Shell Tower
Times Square, 1 Matheson Street
Causeway Bay
Hong Kong
2525-2385
infoasia@hds.com

Australia/New Zealand Headquarters

Level 3
82 Waterloo Rd.
North Ryde, NSW 2113
Australia
+ 61-2-9325-3300
info.australia@hds.com

Canada Headquarters

2550 Victoria Park Avenue
Suite 601
Toronto, Ontario M2J 5A9
Canada
(416) 494-4114
www.hds.com
Canada.Sales@hds.com

Europe Headquarters

Sefton Park
Stoke Poges
Buckinghamshire SL2 4HD
United Kingdom
+44 (0) 1753-618000
info.eu@hds.com
www.eu.hds.com

Latin America Headquarters

750 Central Expressway, MS 3268
Santa Clara, California 95050-2627
U.S.A.
(408) 970-7447
infolatin@hds.com

U.S. Headquarters

750 Central Expressway
Santa Clara, California 95050-2627
U.S.A.
(408) 970-1000
ussalesinfo@hds.com

Global Solutions Services

About Global Solution Services (GSS): Hitachi Data Systems GSS has the collaborative business model and experience to team our storage systems with the networked storage products that best optimize and enable continuous access to your critical information. GSS rapidly provides whatever level of assistance you require, with a building-blocks methodology that builds up from quick-start services for products to full business solutions. Our solutions integrate scalable, cost-efficient storage infrastructure with your business processes to solve industry-specific problems.

Hitachi TrueNorth™—the Direction You Can Trust

Information and knowledge are fundamental determinants for success in the global economy. Thus, the standards for storage infrastructure availability, performance, scalability, and manageability continue to rise. TrueNorth is Hitachi's response to the ensuing demand, allowing you to simplify, protect, and optimize your information infrastructure, reducing the total cost of ownership and ensuring a more rapid return on investment.

The TrueNorth vision and strategic direction, along with an associated product road map, anticipate customer needs. We view the future storage infrastructure as a synergistic combination of management software and power, intelligent storage systems that will deliver set-and-forget management, complemented by flexible capacity, performance, and connectivity.

Prepare for the future with Hitachi. As we move forward, we offer you an open and collaborative storage management framework, policy-based automation tools, virtualization capabilities, and the world's finest storage systems.

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