

**THIC Inc.**

The Premier Advanced Recording Technology Forum

## **Storage Outsourcing - Solution for the Millennium?**

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**Del Mar CA 92130-2539**

**on January<sup>1</sup> 18, 2000**

# **STORAGE OUTSOURCING**

**SOLUTION FOR THE MILLENIUM?**

**THIC Meeting January 18 - 19, 2000**

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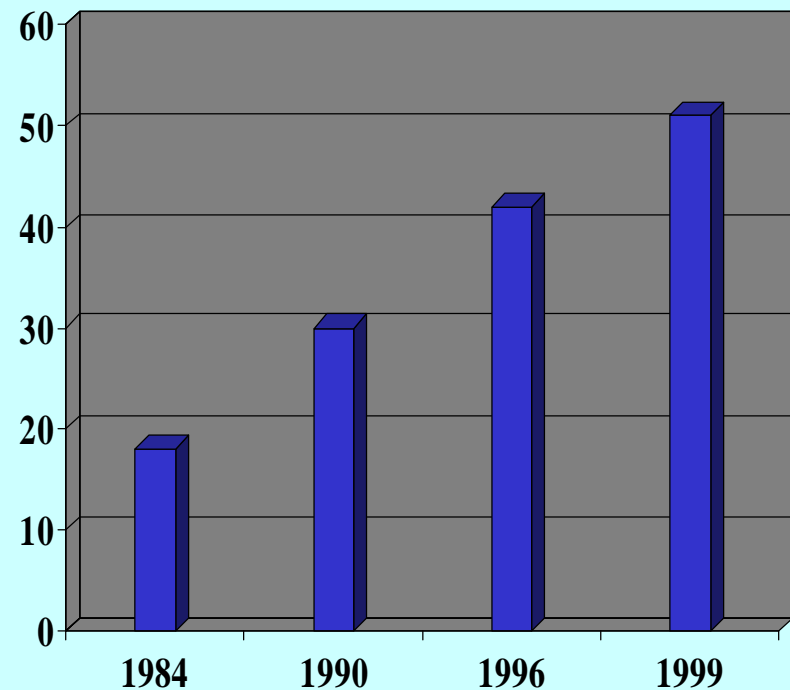
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# Increase in Storage Spending

IT care  
about Storage...  
... It now dominates  
system spending

**% of System Revenue**

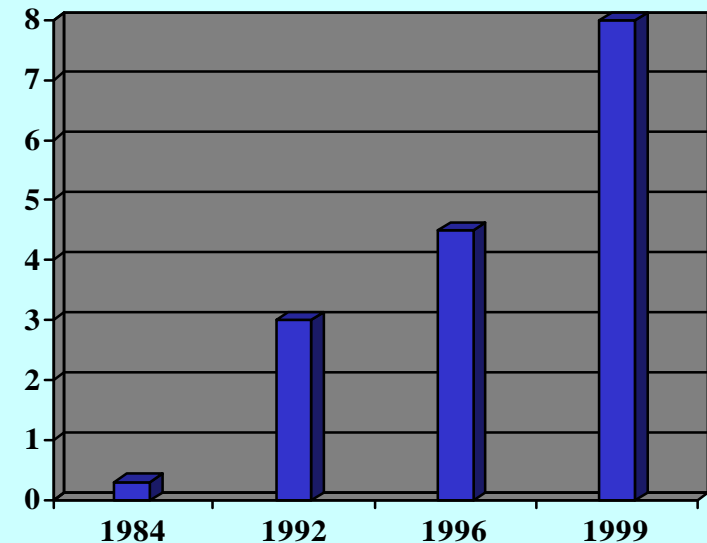


# COST of STORAGE MANAGEMENT

\*Management costs include

- Capacity planning/procurement
- Disk allocation
- Data backup, recovery, media mgt.
- Offsite data storage/retrieval

**Storage Management  
vs. Acquisition Cost  
(Midrange Systems)**



# IT Outsourcing

"...you ought to be taking a close look at your organization right now and deciding what to outsource.

...Analysts estimate the cost savings from outsourcing of computing functions as anywhere from 10% to 30%”

**Scott McNealy, CEO, Sun Microsystems**  
**Wall St. Journal, Editorial, 9/1/99**

# IT Organization: Top 3 Issues

## \*People

- with the right skills

## \*Infrastructure

- To provide continuous availability

## \*Flexibility

- To address change

- To rapidly leverage new opportunities

# The Solution Buzzword

# SAN

- **Very Fast**
- **Lightweight Protocol**
- **Multiple Devices**
- **Scalable**
- **Single Host Approach**

# But...

## SAN Isn't Fully Prepared For Prime Time

- **Interoperability**
- **Management**
- **Security**



# STORAGE OUTSOURCING

- **A Data Storage Utility?**
- **Plug-In Model**
- **Different Capital Concerns**
- **Disaster Recovery Modeling**

# **THE STORAGENETWORKS ® MODEL**

- **Geographic Points of Presence**
- **Applications-Based Service Packages**
  - **Disaster Management**
  - **Data Backup/Restore**
  - **Primary Storage**