

THIC Inc.

The Premier Advanced Recording Technology Forum

Storage Outsourcing - Solution for the Millennium?

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STORAGE OUTSOURCING

SOLUTION FOR THE MILLENIUM?

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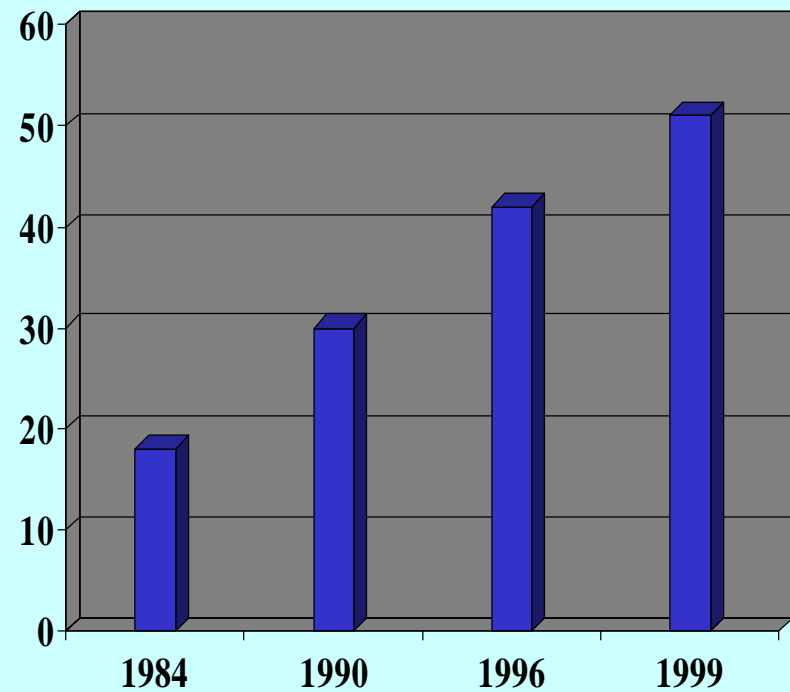
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Increase in Storage Spending

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

% of System Revenue

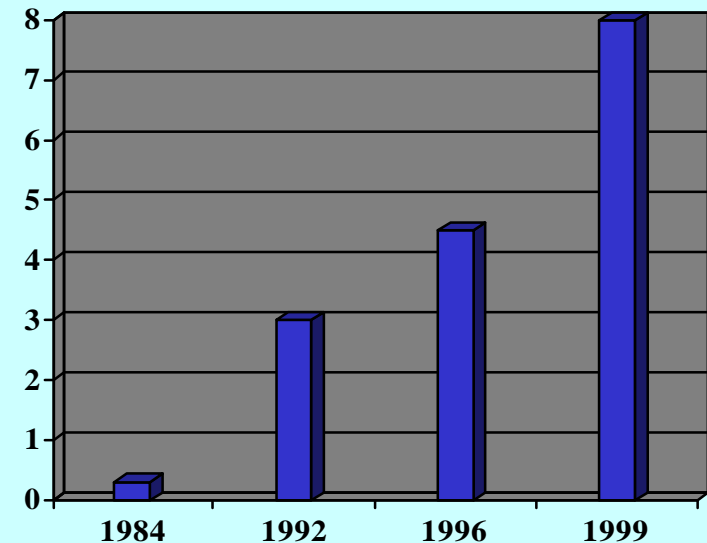


COST of STORAGE MANAGEMENT

*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**