

FORWARD.

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Presented at the THIC Meeting at the Sony Auditorium, 3300 Zanker Rd., San Jose CA 95134-1940 March 9-10, 2004





INSIGHT INTO THE STORAGE INDUSTRY

- -- Storage still a young industry
- ·· Economic climate has been somewhat hostile to IT spending
- -- According to Morgan Stanley, American firms spent \$130 billion on hardware and software they didn't need





DRIVERS FOR DATA PROTECTION

- New conciousness of the need for distaster recovery and business continuity
- -- Variety of legal compliance requirements
 - -SOX postponed to Q3
- -- Costs of compliance vs. cost of non-compliance







INFORMATION LIFECYCLE MANAGEMENT

- -- In part, a data protection vision
- -- Data is not created equal
- -- The tiered storage model
- -- Get the best advice





SAN AND NAS

- -- The architectures for tiered storage
- -- Fibre Channel SAN's the worldwide standard
 - -They work, and they are here
- -- TCO still not FC friendly
 - -Still somewhat arcane
 - -Needs trained personnel





IP SAN CHALLENGES FC

- -- Cost leadership almost certain to yield to iSCSI
- -- Development of iSCSI targets
- -- SCSI performance on the move, too





NAS

- -- Sensibly deployed, can save money
- -- Decision is between NAS and general purpose servers
- NAS offers advantages
- -- Emerging generation of SMB and departmental NAS

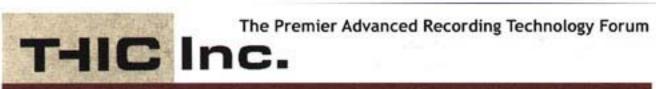






SOFTWARE FOR DATA PROTECTION

- -- One man's solution is another man's problem
- •• The problem of complexity
- -- Configuring software must be point and click, no matter the disk size or speed







DEMAND EASE OF USE

- -- You have bargaining power demand ease of use!
- -- Simplified SAN Management brings SAN to the rest of us
- -- Beware the building of islands





OPEN SYSTEMS

- -- Do you need vendor-agnostic tools?
- -- They bring investment protection and streamlined centralization
- -- Truly open systems represent a significant data center pain point







TOWARDS OPENNESS

- -- SNIA SMI-S management model
- -- SNIA Supported Solutions Forum
- -- Widespread availability of API's
- -- The puzzle of openness





MASS STORAGE REDIVIVUS

- -- Established vendors
- Start-up companies
- -- Industry-academic partnerships
- -- Integrators and VARs
- ·· Consultants





THE NEXT STEP

- -- Migrate innovative technologies into broadly implemented solutions
- -- The mission for many of you is to bring budgets to reality
- -- Capacity demand is up 30% year over year are you keeping pace?





PARTING ADVICE

- -- Within the exabytes of data out there, there is little want of knowledge
- -- Data protection requires the tools to manage, safeguard, backup and track data
- -- Don't fool yourself you can't do more with less

