Data Management Solution
## Storage Economics Advisory Service

Advisory Service 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 GTSI generated report

- Lease / Buy
- Migration
- Power Space
- Labor
- Maintenance
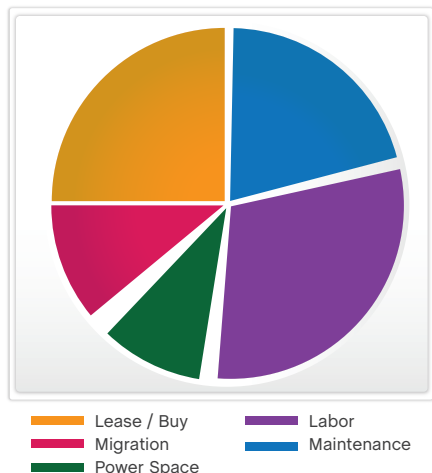
Audit, Assess, Design, Analyze, and Justify

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.

Our Storage Economics Advisory Service helps you to better assess, analyze, design, and economically justify the most appropriate storage architecture to meet your organization's requirements.

Our service 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 offer 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.
- 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

- 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 GTSI begins service deployment:

- We require information relative to your storage and server inventory, listed by site and by type. If the GTSI 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.

Data Management Solution 33 Areas To Reduce Costs

- ☐ Storage hardware purchase avoidance
- ☐ Storage software purchase avoidance
- ☐ Hardware maintenance cost reductions
- ☐ Software license fee reductions
- ☐ Time for backup windows
- ☐ Faster recovery times - catastrophic loss
- ☐ Faster recovery for non-catastrophic loss
- ☐ Storage Administration
- ☐ Weekly, common mgmt tasks
- ☐ Staff time spent for planned outages
- ☐ Business impact of planned outages

- ☐ Business impact - data path availability
- ☐ Business impact - storage subsystem availability
- ☐ Data center floor space
- ☐ Electricity costs (kWatt and BTU reduction)
- ☐ Reduce servers that provide CIFS/NFS storage
- ☐ Reducing the number of backup servers
- ☐ Storage and storage network management simplicity
- ☐ Time for workload balancing, re-provisioning storage
- ☐ Mean time to provision (acquire, install) storage
- ☐ Compliance risk, penalties for retention, protection
- ☐ Reducing the number of tape libraries, tape drives
- ☐ Reduce developer time - access to DBMS copies
- ☐ Local storage network infrastructure reduction
- ☐ Long distance circuit cost reduction
- ☐ Business impact with faster storage performance
- ☐ Storage Network Performance
- ☐ Reduced waste, fragmentation of disk storage
- ☐ Downtime due to capacity problems, management errors
- ☐ Disaster protection, reduced cost of risk
- ☐ Data migration, re-mastering
- ☐ Security
- ☐ ROHS

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