



# DATA CENTER OPERATIONS

## Key benefits

### Manage change with the least disruption

Benefit from proven methodologies used to successfully complete more than 1,200 projects in the last three years. Achieve your project requirement goals on time and within budget.

### Eliminate the need to add staff

Work with experts who have an average of 15 years of experience. Skip the time and expense of hiring short-term employees or losing productivity by reassigning employees.

### Save time and overhead by managing one vendor

Achieve accountability, efficiency and consistency, even in multi-vendor situations, with StorageTek as your single point of contact.

## Data Center Operations

Many companies today are revising data center strategies to meet evolving business objectives. New strategies may include consolidation, relocation, migration, expansion and review of asset management policies, in order to optimize resources, lower operational costs/budgets and improve their business operations.

With StorageTek® **Data Center Services** at your side, major data center projects can be completed on time, within budget and with the least amount of disruption to your business. StorageTek leverages more than 30 years of industry experience and relationships with leading technology companies worldwide to bring the right people, skills and experience to each project.

### Simplify projects with a one-stop provider

StorageTek Data Center Services provides a single-source comprehensive data center service to streamline project activity, better manage change and maintain high data availability. Our customer-advocate approach earns your satisfaction, especially as we integrate personnel and experience with your staff to achieve superior results.

Through the following options, the Data Center Services offering delivers the right level of support to meet your requirements.

#### Custom Cabling, Connectivity, Conveyance and Design

Maximize the efficiency of your operation to achieve greater speed and bandwidth as you implement SANs or migrate to FICON or single-mode. You can simplify cable management, decrease cooling costs, achieve greater uniformity of system performance channel to channel and enable new and emerging technologies.

For both corporate and disaster recovery sites, StorageTek's custom solution includes:

- Expert cable design featuring custom lengths and configurations
- Cable product
- Installation and post-installation maintenance
- Infrastructure audit

#### Infrastructure Services (design, remodel and optimize existing facilities)

Help your data center grow painlessly, be more secure or operate more efficiently. Obtain answers to your questions related to expansion, consolidation, cost reduction, environmental/data security or compliance.

StorageTek's Data Center Services custom solution includes:

- Asset management
- Fire suppression/earthquake bracing
- Data center consulting related to design or expansion, hardware placement and load balancing
- Power/air quality assessment and remedy

## Media Services

Relocate, convert, recover or destroy media to meet business objectives of reducing cost, optimizing floor space, accessing important information quickly and improving data security. StorageTek can perform the following services to meet your requirements:

- Convert data to faster, newer, less costly platforms
- Conduct media tests
- Relocate media using premier logistics and transportation options, including expedited service, international and charter air
- Destroy or eliminate old media
- Recover data on damaged media

## Data Center Relocation/Asset Swaps

Protect your assets, critical data and customer relationships by reducing downtime during data center transitions. By providing StorageTek and third-party components, our Data Center Services tailors a solution to meet your requirements with:

- Asset swaps and swing gear
- Premier logistics and transportation.
- Planning and project oversight
- Expedited relocation services, including international projects

## Project Management Services

Support the success of your next major data center project, whether it involves consolidation, merger/acquisition, relocation, cabling, an infrastructure upgrade or a performance solution. StorageTek's Data Center Services team offers you the expertise you need for project and/or vendor management.

A proven planning and reporting methodology focuses on budget, time and availability requirements. A single point of contact provides accountability for coordination, contracts and scheduling activities.

## Asset Management

Asset Management includes a variety of services to support asset management requirements within the data center. At a minimum, this means that StorageTek can provide an asset listing in a database and place assets in a controllable state.

Services include site configuration assessments, database builds, training and onsite consultation services. Software tools support the assessment activity and operational improvements by identifying items such as costly platforms, contract renewals and historical pricing data. The GDSCS offering

## Environmental/Physical Services

Environmental/Physical Services provides corrective action for existing or potential problems within the physical environment of the data center. Examples include the movement of air handling equipment, air ducts, under-floor cleaning, and designs for containment of contamination, humidity control, and so on.

To help you install new physical and environmental control mechanisms, DCS can provide raised floors, uninterruptible power supply systems, air conditioning systems, Halon and other fire suppression systems, power distribution and more.

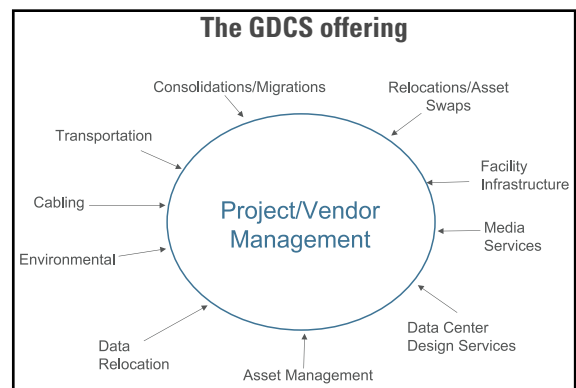
We begin with a thorough assessment of your environment and conclude with a comprehensive project closeout. The following services are available:

- New stand-alone suppression systems for new or existing tape hardware
- Design of solutions for new tape hardware technology, such as L180 and L700 tape libraries
- Upgrade of existing suppression systems
- Tie-in of new library system into existing suppression systems
- Mechanical and electrical design services
- Testing of existing customer fire suppression systems

## Engage the storage experts

Global Services provides world-class, worldwide service and support with a full range of offerings tailored to meet your business needs. More than 2,300 service professionals in over 50 countries deliver solutions that support more than 17,000 customer data centers worldwide. Our Global Services offerings help you service your customers, manage growth, reduce your management burden and maximize your return on investment.

To find out more about Data Center Services and other Global Services solutions, contact your StorageTek representative or visit [www.storagetek.com](http://www.storagetek.com).



## ABOUT STORAGETEK®

Storage Technology Corporation (NYSE: STK) is a \$2 billion global company that enables businesses, through its information lifecycle management strategy, to align the cost of storage with the value of information. The company's innovative storage solutions manage the complexity and growth of information, lower costs, improve efficiency and protect investments. For more information, visit [www.storagetek.com](http://www.storagetek.com), or call 1.800.275.4785 or 01.303.673.2800.

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