

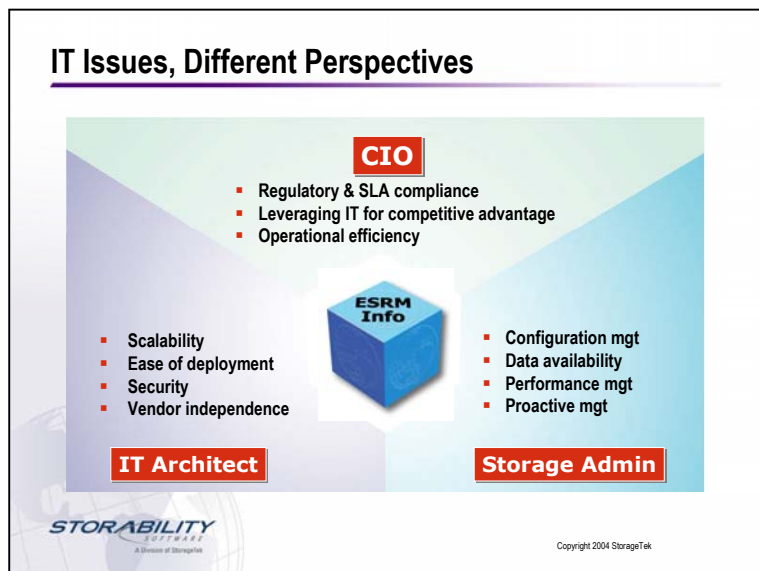
## Storability Releases GSM V4

**Date:** December, 2004  
**Author:** Nancy Hurley  
**Title:** Senior Analyst

**Abstract:** StorageTek recently acquired Storability, breathing new life into the Enterprise Storage Management vendor. The acquisition will enhance Storability's ability to deliver new features and functionality to help its Global Storage Manager compete in this crowded market. While Storability had already developed all of the features in GSM V4 prior to acquisition, the release will be a welcome addition to Storability's installed base and provides STK with a strong ESM solution and a solid foundation for their ILM strategy.

### STK and Storability Release New version of GSM

StorageTek recently acquired Storability, provider of Global Storage Management (GSM) software. While STK intends to utilize the GSM software as an important component in their ILM strategy, Storability will continue to operate as separate division. STK has bolstered the engineering team, which will enable Storability to accelerate development of the GSM solution in order to remain competitive in the hotly contested storage management market. Storability's latest release, GSM V4 provides enhanced reporting features to enable C level executives to make more informed business decisions, in addition to enhanced storage management features providing greater visibility into all aspects of the storage environment aiding storage architects and storage administrators.



### Flexibility is the Key

Storability has always had an advantage over the competition when it comes to the depth of reporting provided by GSM. The GSM solution provided a wide variety of reports on all aspects of the storage network, including usage reporting, application impact and backup reporting. However, the team realized that certain users in the organization need certain types of information, and that the information would be much more valuable if presented such that it directly correlated to those users' key business objectives. For example, a C level executive is interested in information regarding how resources are being used in order to make financial decisions, where as storage administrators may be interested in views about the health of the overall network (Fig 1).

GSM V4 adds a number of features to enable users to create specific views of the network and create reports that correspond with business interests. This flexibility enables all users in the organization, regardless of their role, to better utilize the information that GSM presents in order to make critical business decisions. Storability has developed a solution that can provide Business Analytics to C level executives, in depth configuration and performance analysis

for storage administrators all while providing a solution that has enough flexibility and scalability to meet the demands of the storage architects.

### **Delivering Business Analytics**

A CIO of a large enterprise does not want to have to deal with the every day trials and tribulations of managing the storage network, those tasks are left to the architects and administrators. However, the CIO does need to make critical business decisions and control costs, and that requires having an in-depth knowledge of the storage usage patterns and resource allocation, which GSM provides. In the past, the information the CIO really needed to see was buried in general reports, making it difficult to decipher, and thus the value of the information provided by GSM was not always used to make business decisions.

In addition to pre-defined and customizable executive reports, the new Backup Exposure Analysis, Impact Analysis and enhanced Application-aware views enable a CIO to answer pressing storage business questions such as: How does the company stay within budget while meeting business objectives? How does the company remain compliant? How does IT maintain SLA's? How should resources be allocated across business groups? The reports provide a view of the global storage environment, information from across the organization can be correlated into a single report.

In the past, predicting future storage capacity requirements was at best an educated guessing game. GSM V4 provides reports showing forecasted capacity requirements based on current capacity usage patterns. These reports can help architects determine if more capacity is required, and can ensure that the CIO allocates budget for those future allocations. Reports on capacity consumption by business group will help the CIO determine if storage costs are appropriately distributed across the organization. If business units are not being billed based on consumption today, these reports enable the CIO to put chargeback plans in place. These reports can provide a great deal of application specific detail, such that the CIO can present each business unit with a breakdown of the actual costs associated with their current implementations, which in turn should help the business units determine if the resources they are consuming (and cost associated with them) are absolutely necessary for their application requirements. Many organizations have used this information to streamline their storage environment, reduce waste and thus reduce overall costs.

The new Backup Exposure Analysis feature is an excellent tool for helping C level executives quickly see if the company is at risk due to failures in the backup process, which could result in an inability to recover in case of disaster or in being out of compliance with certain regulations. While the enhanced backup reporting that was added to GSM V4 is instrumental for the storage administrator to troubleshoot the backup environment, the Backup Exposure Analysis reports show where there is vulnerability (or not) based on the execution of backups across the organization. In addition, the new Media Reclamation feature help CIO's reduce costs by identifying which tapes are full of expired backup data, meaning they could be reused for new backups. One GSM V4 beta customer used this feature to reclaim over 2000 tapes, providing substantial cost savings (estimating \$60 a tape, that's \$120,000 in savings). The Media Reclamation feature can also be used to trigger when data stored on tape for compliance purposes has reached the specified age at which it no longer needs to be retained. Many organizations would prefer to not have to save data if no longer required by regulations.

The Impact Analysis feature, which will be available in a future V4 update, immediately shows what applications, across the entire global infrastructure, will be affected by a failure, helping the organization quickly respond to failures. While the Impact Analysis feature would primarily be utilized by front line storage administrators such that they can quickly react to any network failure, the reports generated are valuable for storage architects and CIOs. Storage architects use the information to determine if the design of the network is sufficient to meet business objectives and SLA's, and CIOs can use the reports to determine what level of SLA the organization can enforce.

### **Enhanced Storage Management**

There are a slew of new features in GSM V4 aimed at making the life much easier for storage administrators and architects alike. Storability recognizes that these constituents each have different requirements from an ESM solution. The administrator needs a solution that simplifies configuration management, ensures data availability, provides performance analysis and enables proactive management. On the other hand, the storage architect needs to ensure that the ESM solution scales to their needs, supports all of the heterogeneous equipment currently implemented as

well as any that may be bought in the future, and is simple to deploy without a great deal of impact to the overall network. Storability added features to GSM V4 that enhanced their support of all of these interests.

Again, Storability recognized that flexibility was essential to meet the objectives of all GSM users, thus features such as a Personalized Dashboard which displays only information relevant to a specific user, flexible group views, time zone specific polling, and configurable data retention were added to V4. Improved topology mapping, Change Management and Tracking and user definable fields to aid in asset tracking were all added to improve configuration management.

Administrators are better able to ensure data availability when they have the ability to view the network from multiple perspectives. Enhanced application aware views show exactly how much capacity is being utilized by a particular application, helping determine how well that application will perform. In addition, enhanced role specific views allow administrators to gather information about a particular server on one screen. The administrator can see information relating to the contents of the file system, how much storage is allocated to the server, how the server is connected through the fabric, how often backup jobs are run on this server and how successful they are and even what databases are installed. This integrated view helps administrators ensure the data for this server is available and recoverable while ensuring the application is performing according to SLAs.

Storability also added a number of new features to better manage the backup environment. In addition to the new Media Reclamation feature described above, GSM V4 has a Tape Drive Utilization feature which shows what tape drives are being utilized and when, across the organization. This feature can help a backup administrator better tune the backup process by making sure all of the resources are being used to their full capacity. GSM V4 also has enhanced the existing backup reporting adding reports on an entire backup pool, including migration, reclamation and utilization.

This is still not a complete list of all the new features. Architects will be pleased with the new high performance agents with built in caching which enhance the ability to manage remote networks. Architects should also appreciate the support of SMI-S standards, which offers the option of management without agents (although some of the feature set would then be limited to what SMI-S currently supports). Storability has also added in support for Cisco switches, IBM tape libraries and Novell servers, expanding the broad list of supported vendors.

In short, this is a significant release, with too many features to mention. Overall, GSM V4 provides a great deal of in depth reporting to help users make business decisions while also enabling administrators to effectively manage the global storage network.

### **The Bottom Line**

Storability always had a strong ESM solution, with excellent reporting and scalability. The company has taken that reporting to another level, providing the information and analytics required for C level executives to make solid business decisions regarding their storage assets. Storability has also improved upon the base management features, making GSM a more comprehensive solution for both architects and administrative users. Overall, the improvements to GSM V4 enable STK to be in a strong position to compete head to head with other ESM vendors.

On its own, Storability looked as though it was going to have a tough time staying current with the competition, with certain important features such as auto-provisioning of capacity too far out on their roadmap. However, the infusion of dollars and resources from STK changes all of that, the roadmap will be accelerated and new features that will exploit the analysis capabilities in GSM will be added to support STK's ILM strategy. As STK had already developed a sizeable installed base of GSM from their previous reseller relationship, we expect that the new features in GSM V4 (and the new found stability of the Storability division) will be a welcome addition to those existing customers and will certainly help the company increase sales of GSM as a standalone ESM solution.

---

All trademark names are property of their respective companies. Information contained in this publication has been obtained by sources The Enterprise Strategy Group (ESG) considers to be reliable but is not warranted by ESG. This publication may contain opinions of ESG, which are subject to change from time to time. This publication is copyrighted by The Enterprise Strategy Group, Inc. and is intended only for use by Subscribers or by persons who have purchased it directly from ESG. Any reproduction or redistribution of this publication, in whole or in part, whether in hard-copy format, electronically, or otherwise to persons not authorized to receive it, without the express consent of the Enterprise Strategy Group, Inc., is in violation of U.S. copyright law and will be subject to an action for civil damages and, if applicable, criminal prosecution. Should you have any questions, please contact ESG Client Relations at (508) 482-0188.