



GLOBAL SERVICES

STORAGE PRODUCTIVITY

BUSINESS VALUE ASSESSMENTS

Key benefits

Improve operations, increase performance

Better allocate and manage storage in a multi-tiered storage architecture based on the value of data throughout the information lifecycle.

Reduce costs

Classify, manage and move information across a multi-tiered storage infrastructure to utilize less expensive disk and robust tape libraries.

Reduce risk and provide business continuity

Add efficiencies into your infrastructure while driving complexity out, in order to gain value, flexibility, protection and control.

Drive topline growth

Gain competitive business advantages with improved multi-vendor system integration and freed-up staff time.

Stay nimble and respond to business opportunities

Obtain unbiased analysis of your storage environment to empower decisions based on facts, not assumptions.

Improving storage productivity starts with information

Do you know if you're really getting the most you can out of your current storage environment? Are you getting everything you paid for? Could you get more from what you have without incurring additional infrastructure costs by simply improving your management processes so you can take advantage of business and savings opportunities?

There's one way to find out. Engage StorageTek to perform a Storage Productivity Assessment, a part of Business Value Assessments. Trusted, neutral and knowledgeable, we help you accurately assess your storage productivity. And if we find problems, we pinpoint ways to better allocate your data across a tiered storage architecture to maximize your existing resources and lower costs.

Accurate, unique and objective assessments

A Storage Productivity Assessment by StorageTek helps you develop the supportable, multi-tiered storage architecture you need to work more efficiently. We begin by reviewing your architecture from multiple perspectives, using our storage expertise and best-in-class benchmark approach to analyze and validate your storage resource management policies. We also help you classify your data, which is critical for effective tiered storage and true storage optimization.

With our accurate, impartial analyses, you can replace guesswork with solid facts that pinpoint problem areas, address risks and determine solutions.

Three levels of service

Our three progressive levels of the Storage Productivity Assessment provide you with the flexibility to better manage your storage environment. Each service level provides a written report of our findings, detailed recommendations and specific steps you can take to improve the performance of your current storage solution and control costs. They have been designed to build on each other based on findings, needs and requirements.

Assessments at-a-glance

Levels of service	Overview
Discovery	Quick, high-level evaluation for greater insight into potential areas of improvement
Architecture Review	In-depth analysis to pinpoint causes and specific solutions to known storage challenges
Optimization	Analysis and implementation of actionable steps to remedy root causes of storage challenges

Discovery — learn how to get more from less

Without an accurate assessment of your current storage productivity, it's impossible to know if you could get more from it, much less how. A StorageTek Discovery assessment will tell you. Our review assesses your current solution's ability to assign data to the storage tier consistent with its value. In order to identify areas for improvement, it also evaluates factors in your system such as your:

- Current storage tiers
- Shared database environment
- Current IT, data classification, provisioning, and archival processes and policies

Whether we validate your storage system's efficiency or identify areas that need improvement, our objective business impact analysis with the report, business case and actionable steps will help you:

- Improve IT management practices and performance
- Reduce TCO and business risks
- Increase business agility and ability to compete
- Position for growth
- Determine future storage direction and priorities

Architecture Review — the foundation for tiered storage improvement

When a storage productivity problem is discovered, an Architecture Review pinpoints its cause. Our experts evaluate factors such as:

- Current storage tiers
- Shared database environment
- Disk storage/allocations
- IT, data classification, provisioning and archival processes, policies and more

This is done in order to analyze, evaluate and test your current disk storage provisioning architecture. All of this information flows into an in-depth report with a business case and actionable steps. With this careful analysis, you can:

- Make informed decisions about gaps in IT management practices
- Determine storage priorities
- Evaluate potential architectural changes
- Assess the design of future architecture
- Analyze gaps between future and current solutions

Optimization — making the most of what you have

An Optimization assessment helps you improve your current architecture's productivity and performance within its existing design, capacity, budget and other limitations. Thorough and results-oriented, an Optimization review evaluates everything from your IT processes, shared database environment and disk storage/allocations to SAN switch port and throughput, potential future architecture and gaps between your current and desired infrastructure.

Your final report includes a root cause analysis, business case, potential benefits and actionable next steps. Most important, a StorageTek Optimization assessment implements remedies to underlying causes of productivity problems so you can:

- Improve operations and IT management practices
- Reduce TCO and business risks
- Position for future and growth
- Improve business agility and ability to compete
- Support informed decisions and set priorities

Why StorageTek?

With more than 36 years of proven storage expertise and a highly trained and experienced staff, no one is better positioned than StorageTek® to provide you with insightful, detailed and objective assessments.

As a pioneer in information lifecycle management (ILM), we have both experience and proven results in applying our ILM strategy to our customers' toughest storage challenges. And, unlike other vendors, we offer independent analysis, unique analytical tools and a range of options including technologies, partners and our own portfolio of solutions. Our solutions are driven by your needs and aimed entirely at your success.

Engage the storage experts

StorageTek's Global Services professionals help you address storage challenges by delivering integrated solutions that optimize and manage storage performance over the life of your data. Focused on cost management, reliability and flexibility, our proven methodologies and commitment to best-in-class, global professional services and multi-vendor support help you gain and sustain measurable results. Covering over 50 countries, more than 2,100 service professionals deliver solutions that support more than 17,000 customer data centers worldwide.



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, or call 1.800.275.4785 or 01.303.673.2800.

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