DATA PROTECTION

BUSINESS VALUE ASSESSMENTS

STORAGETEK ®

Key benefits

Reduce risk
Design an adaptive, multi-tiered protection architecture to respond to changing business requirements, unexpected disruptive events and regulatory requirements.

Provide business continuance
Meet SLAs, provide customer satisfaction, protect applications and avoid loss of revenue.

Save money
Develop an infrastructure that lowers overall costs — without compromising performance or data protection.

Drive topline growth
Spend less to protect your data, freeing up resources for other strategic projects.

Reduce complexity
Leverage existing IT investments, address new growth and reduce total cost.

The value of protecting data according to its worth

Data protection is at the heart of IT managers' core responsibilities. But do you know if there's adequate protection? Do your storage architecture and practices meet current regulatory requirements for data protection? How can you enhance data protection, business continuity and disaster recovery capabilities without starting over? And at what price?

A Data Protection Assessment by StorageTek, one of our Business Value Assessments, is designed to help you increase your data protection while reducing costs. In addition to evaluating current capabilities and management practices, we'll show you how a flexible, scalable, reliable, high-performance, tiered storage architecture can lower costs, improve efficiency and help you compete, using your existing storage system.

Data Protection Assessments are in-depth, independent and indispensable

Comprehensive, expert and objective, a Data Protection Assessment by StorageTek thoroughly evaluates your current, multi-tiered system's data protection implementation and management. From the technical to strategic to tactical needs of data classification, retention policy, business impact and risk assessment, our best-in-practice review suggests the means and the methods to create the right data protection solution for your business.

Three levels of service

Our three progressive levels of the Data Protection Assessment offer you the flexibility to better manage your storage environment. Each assessment includes a written report of our findings, recommendations and specific steps you can take to improve data protection and business continuance, reduce risks 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 — taking the pulse of your data protection solution

When you're not sure how well your existing storage solution meets your data protection needs, start with StorageTek's Discovery assessment. Our storage experts will thoroughly assess the current state of your data protection and will identify any problems. Then they will help you solve those problems by evaluating certain parameters, such as:

- Current tape storage tiers and storage protection architecture and metrics
- IT process implementation
- IT, data classification and archival processes and policies

Whether the review validates your solution's performance or identifies problem areas, our objective business impact report, business case and actionable steps will help you:

- Evaluate options to reduce TCO and business risks
- Gauge IT management practices and the health of your backup environment
- Enhance business agility
- Position for growth
- Assess potential architectural changes
- Support informed decisions and set priorities
- Improve user/customer satisfaction

Architecture Review — building toward the future

An Architecture Review focuses on pinpointing problems and determining solutions. During the review, our experts analyze your full data protection picture, including current storage tiers, IT process implementation, backup and recovery software, tape SAN configurations, data classification, archival processes and policies, capacity, reliability and more. We also test the integration of your architecture's data characterization, archiving and business continuity with tape data protection processes.

With this information, we help you design a future architecture. Added to our written report, recommendations and next steps, you get what you need to be able to:

- Establish high-performance data protection
- Determine future direction and priorities
- Reduce costs
- Reduce business risks
- Enhance business continuance and agility
- Position for growth

Optimization — doing more with your current storage

StorageTek's Optimization assessment meets challenges with results. These reviews assess the full spectrum of data protection factors, analyze the root cause of your data protection problems and take action. Putting the full force of our expertise and unique best-in-practice tool set to work, we provide remedies to the underlying causes of your data protection challenges — using your existing storage architecture. We will even manage the project to keep your staff freed up.

Our in-depth report and actionable steps from the results-oriented Optimization assessment can help you:

- Reduce costs and business risks
- Meet regulatory requirements and SLAs
- Free up resources and boost productivity
- Improve IT management practices
- Position for future and topline growth
- Improve business agility

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.

STORAGETEK®

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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