



GLOBAL SERVICES

BUSINESS VALUE ASSESSMENTS

Key benefits

Increase performance, reduce costs

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

Meet data retention requirements and enhance access to critical data

Develop reliable archiving solutions tailored to your specific data usage and retrieval statistics to access the information you need—when you need it.

Regain lost productivity

Obtain a detailed analysis of your environment and find ways to maximize existing resources and reduce the burden on your staff.

Reduce risk and provide business continuance

Design an adaptive, multi-tiered data protection architecture to respond to changing business requirements, unexpected disruptive events and regulatory requirements, while lowering costs.

Drive topline growth

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

StorageTek's Business Value Assessments provide you with objective evaluations and recommendations that help you maximize your current storage solutions' performance, increase security, help decrease data retention and regulatory risks, and improve your ability to compete—all while saving time and money.

Built on the strong and proven foundation of our information lifecycle management strategy, and reflecting key industry challenges, we offer the following three Business Value Assessments:

- Storage Productivity Assessment
- Data Protection Assessment
- Intelligent Archiving and Compliance Assessment

Broad-scope methodology

Taking a holistic approach, each assessment provides an objective review of your storage architecture from four key perspectives: application, database, file types and file systems to thoroughly analyze and validate your storage resource management policies around such factors as data classification, management, movement, duplication and database resource management. This comprehensive approach is based on our proven ADIM methodology to:

- Assess business challenges, objectives, current environment and processes
- Design solutions to resolve findings utilizing industry best practices
- Implement solutions with minimal disruption and transfer knowledge to user
- Manage solutions and seek further operational efficiencies

Three levels of service

Each assessment is offered in three progressive levels of service: Discovery, Architecture Review and Optimization. These three levels provide you the flexibility to better manage your storage environment. 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

Three Business Value Assessments

Storage Productivity Assessment — maximize operational efficiency

Do you need to improve your company's operational efficiency while matching your business objectives and reducing costs? A Storage Productivity Assessment by StorageTek is the answer. Comprehensive and objective, this assessment fully evaluates your current storage solutions' capabilities, limitations and potential, while providing recommendations to improve performance.

With your evaluation, as well as access to technologies, processes and resources to optimize your storage environment, you can:

- Balance the cost of storing and managing information with its changing value over time
- Gain competitive advantage
- Enable intelligent growth plans based on analytical data
- Strengthen processes
- Maximize your financial investment, while aligning risks and costs

Data Protection Assessment — minimize risk, maximize security

A Data Protection Assessment by StorageTek gives you a comprehensive, expert review of your multi-tiered system's data protection implementation and management processes. Our team thoroughly examines your backup and recovery architecture, operations and policy management — including hardware and software, as well as backup and recovery processes.

Ranging from technical to strategic to tactical needs of data classification, data retention policy, business impact analysis and risk assessment, our best-in-class, benchmark-based assessments provide the information you need to:

- Reduce risks and costs
- Strengthen data protection capabilities of your current solution
- Protect your organization's future
- Minimize disruption and data loss and protect business continuance
- Improve availability, reliability and efficiency
- Increase customer satisfaction

Intelligent Archiving and Compliance Assessment — identify and reduce liabilities

An Intelligent Archiving and Compliance Assessment by StorageTek can help you unravel compliance regulations and keep you current with regulatory changes and their impact on your storage infrastructure and processes. At the same time, we can help you develop data protection and security strategies to meet required industry regulations.

Relevant to your industry and business needs, an Intelligent Archiving and Compliance Assessment can help you:

- Uncover regulatory and retention liabilities and avoid penalties
- Enhance security and reduce business risk
- Keep current with changing regulations
- Protect business future
- Gain solution independence
- Improve performance, data integrity and availability while reducing cost

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.storageitek.com, or call 1.800.275.4785 or 01.303.673.2800.

WORLD HEADQUARTERS

Storage Technology Corporation
One StorageTek Drive
Louisville, Colorado 80028 USA
1.800.877.9220 or 01.303.673.5151