

Consolidated storage management solution delivers day one ROI

CUSTOMER PROFILE

This financial services organization is a leading provider of financial protection and wealth accumulation solutions for some 35 million customers. The firm offers tailored solutions to the insurance and investment needs of individuals and companies. It employs over 70,000 people, and has offices in more than 60 countries.

Problem

Lack of visibility into remote sites and a low bandwidth environment

The company has three large data centers, which contain 70 terabytes of storage, use EMC Symmetrix and CLARiiON systems, Brocade switches, IBM AIX and Windows NT servers, and multiple databases. The storage administration team was located in one data center, but required greater visibility into operations at the other two data centers. In seeking a solution that would deliver end-to-end visibility of the entire infrastructure, the company needed to find a tool that would work efficiently in its low bandwidth environment. In addition, they wanted a cost-effective solution that would be vendor-neutral, freeing managers to make future purchasing decisions based upon a particular application's needs and not solely upon a vendor's assessment of the company's needs.

Solution

Consolidated storage management and a unique low-overhead architecture

Although this financial services giant considered solutions from a number of companies, only Storability Global Storage Manager (GSM) software could meet its requirements for a cost-effective, vendor-independent solution that delivered the visibility it needed in a low bandwidth environment.

Global Storage Manager software's architecture is a dramatic departure from the technology employed with traditional agents. Specifically designed to be passive and non-disruptive, Global Storage Manager software's Smart Agents consume far less CPU capacity than most agents. With zero local configuration required, the agent deployment is greatly simplified. Once installed, the Smart Agents do not take action until commanded to do so. This pull approach keeps overhead remarkably low.

With Global Storage Manager software installed in all three data centers, the management team can efficiently control the entire infrastructure from one location. Detailed real-time reporting allows the company to fully understand exactly what is installed, how it is being utilized, and automatically identify improperly configured or unused storage capacity. The software's management applications allow administrators to respond immediately to changes and problems, drill down to any level of detail, and access individual device management tools.

The GSM software advantage

Immediate ROI with the discovery of 15 terabytes of unused storage capacity

Immediately after deploying the Global Storage Manager solution this financial services company was able to identify 15 terabytes of disk capacity for reclamation. This allowed them to defer spending millions of dollars for additional storage arrays. Administrators anticipate that the savings will grow significantly as they expand Global Storage Manager software throughout the enterprise. In addition, the software met their requirements for a vendor independent solution that could support a heterogeneous environment and provide accurate, unbiased information on performance and utilization.

About Storability®

A leading provider of storage management software, Storability is a division of StorageTek® and a vendor-neutral resource for companies seeking to measure and manage their storage like a business. Storability's Global Storage Manager (GSM) software complements StorageTek's robust information lifecycle management (ILM) offerings and allows enterprise organizations to optimize asset utilization, increase management efficiency, enhance quality of service and achieve higher availability.

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