

## Storage Economics Strategy Service

How well prepared is your storage infrastructure to address current and future business needs? Are you poised to achieve a satisfactory return on your storage investment over the next few years? Are you required to demonstrate the above points to management before you make new storage investments?

The Storage Economics Strategy Service from Hitachi Data Systems Global Solution Services helps you better assess, analyze, design, and economically justify the most appropriate storage architecture to meet your organization's requirements. We help you to objectively consider your current storage environment (host connected or via a network) and make tactical/strategic plans to take advantage of new storage architectures.

We employ a workshop approach to rapidly review your business and IT infrastructure, operational capabilities, and risk areas. Within this workshop and discovery process, we evaluate your storage assets, assess and document your requirements and business drivers, provide a logical design for your storage solution, and provide economic modeling for the resulting design. This assessment provides expert technical and thought leadership that can be used to promote new storage initiatives.

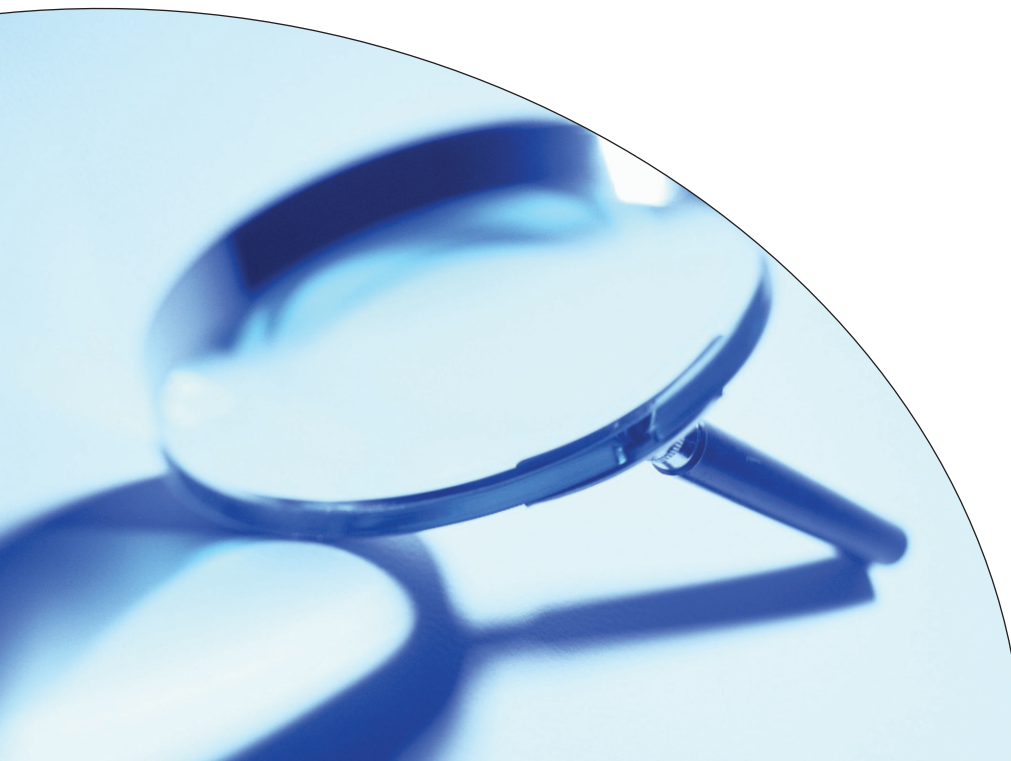
### Compatibility

The Storage Economics Strategy Service is a vendor-agnostic consulting service, applicable to almost any storage infrastructure.

### Deliverables

The following deliverables are included within the scope of this service:

- :: Phase 1: Discovery of Existing Enterprise Storage
- :: We deploy a noninvasive discovery tool (no agents loaded on hosts) that finds storage directly attached to hosts or on a network.
- :: We provide a current snapshot of storage allocated to each host, total capacity, and utilization.



- :: We supply an objective, rapid view into your storage usage and sizing of your potential solutions.
- :: Phase 2: Storage Infrastructure Assessment
  - :: We deliver the first part of the onsite workshop, focused on your current infrastructure environment, requirements, and business needs.
  - :: We address key IT infrastructure that impacts storage solutions as the primary focus of this workshop.
  - :: We address topical areas, including backup, recovery, disaster recovery, database replication, SNMP management, capacity planning, change control, and storage provisioning.
- :: Phase 3: Logical Design Solution Workshop
  - :: We consider multiprotocol options (Fibre Channel, network attached storage, iSCSI), transport options (IP, Fibre Channel, dense wavelength division multiplexing), and topologies in your logical design options.
  - :: We evaluate your multiple design (and converged design) options.
  - :: We construct your logical storage architecture from the prior inventory data, infrastructure analysis, and requirements gathering.
- :: Phase 4: Economic and Return on Investment (ROI) Analysis
  - :: We consider ROI models for the above design options. If we review multiple designs, we model their economic impacts independently to help in the selection process.
- :: Phase 5: Detailed Written Report
  - :: Within 10 days of the onsite assessment, we deliver a completed report that includes inventory results, options, design parameters, design descriptions, and economic justifications.
  - :: The resulting report concludes the closed-loop analysis/methodology, which you can use for business justifications of your new storage architecture.

## Prerequisites

The following items are required before Global Solution Services begins service deployment:

- :: Information relative to your storage and server inventory, listed by site and by type. If the Hitachi Data Systems discovery tool is not used, you will need to supply the requisite inventory information in text or spreadsheet form.
- :: Financial parameters for economic analysis. We require financial parameters, including (but not limited to): depreciation type, modeling term, cost of labor, cost of storage outages, storage hardware and software maintenance, etc.

Those who would benefit most from this service workshop include: storage administrators, systems administrators, database administrators, backup managers, network engineers, and disaster recovery planners, as well as IT and customer advocates.

## Related Services

Because follow-on initiatives may arise from the results of this service/assessment, you may wish to consider these additional Global Solution Services offerings:

- :: Storage Management Process Consulting Service
- :: Storage Consolidation Planning and Design Service
- :: Business Continuity Consulting Service
- :: Fiber Design and Implementation Service

## Pricing and Further Information

For more information about this service or other Global Solution Services offerings, please contact your Hitachi Data Systems Account Representative.

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