

## Business Challenge for Storage Administrators

Storage spawns where it is needed. This leaves IT to manage many islands of storage devices scattered across the enterprise. Compliance requirements, multimedia-rich applications, unstructured content and a proliferation of databases are pushing IT departments to increase the size and complexity of their storage networks. All of this is occurring at a time when the need for centralized storage management has never been greater.

## Technology and Training

The storage market is chock-full of powerful technologies provided by a number of different companies. Many of their products have been acquired by your organization during the last two years. As a result, one of the biggest problems related to storage management today is that every storage tool comes with a separate management console that needs to be mastered. This means that storage management team members are drowning in a sea of training manuals and the process of documenting simple tasks is becoming more complex and a never-ending chore.

## Solution Highlights

**Quick Picture of Environment** Getting an upfront and detailed inventory of the current storage environment will save a lot of time, as well as avoid aggravation during and after migration to the consolidated infrastructure.

**Operational Baseline** Create a set of metrics to measure utilization of infrastructure components such as servers, storage and networks.

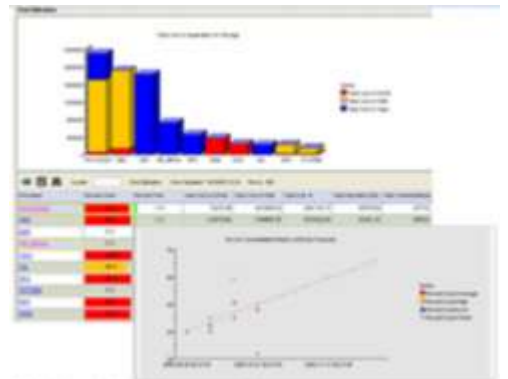
**Data Analysis** IT directors can compile and analyze the resultant data, find new methods to streamline operations and forecast future capacity needs more efficiently.

**Manage Growth Through Automation** Provide a cost effective means to research how automating and centralizing storage management processes can help reduce costs and increase efficiency.

**On-Demand & Continuous Reporting** Functions such as reporting and monitoring allow storage administrators to monitor, provision and support storage centrally through a single 'pane.'

## Value for Administrators

- ▶ Improve density and manage costs. Storage consolidation helps the bottom line by reducing assets and optimizing existing assets
- ▶ Lower hardware/software maintenance. Increase storage capacity utilization.
- ▶ Enable more effective and efficient storage management.
- ▶ Address specific storage disciplines such as back up coverage analysis and capacity planning with trending and forecasting analysis
- ▶ Enable comprehensive storage reporting, storage accountability, and storage analytics
- ▶ Address storage capacity with emphasis on storage growth
- ▶ Enable storage cost allocation (Chargeback) functions
- ▶ Standardize and validate your dataset organization attributes



*Sample Graph and Trending Report*

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## Challenge

### Capacity Scaling

Additional storage capacity should be easy to add in a non-disruptive manner.

### Performance Scaling

As capacity is added and the number of supported hosts grows, performance should scale sufficiently to maintain an acceptable service level.

### Availability

Redundant components and transparent failover should ensure data is always available.

### Manageability

Scaling, failover and capacity management should be as automated as possible.

### Supporting Fewer Technologies

Consolidation will be on most infrastructure project lists in 2006. Knowing 'what' and 'how' to consolidate is critical, especially with the cost of expanding floor space.

## Solution

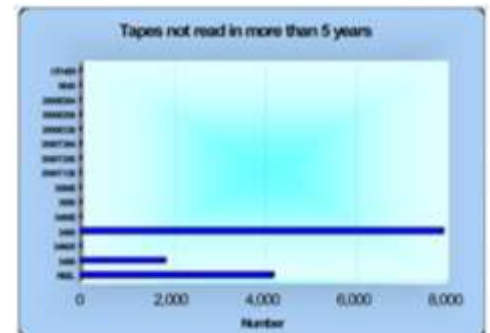
Since the inception of the storage resource management (SRM) market, organizations have sought to identify opportunities to maximize their storage assets. What has been lacking is an efficient means to know how to optimize storage assets. Recently, the industry has refocused its interests in dealing with this shortcoming due to the critical nature of data storage.

To address this gap in the storage market, TeraCloud developed the TeraCloud Storage Analytics (TSA) product to provide an analytic solution that improves decision making for storage management. With this capability, storage managers now have a reliable, cost effective, scalable analytical tool for managing storage assets across the entire enterprise from a single view.

Within an 8-hour window following installation, TSA enables users to search, identify patterns and relationships of data usage amid massive quantities of information. Armed with this information, storage managers can now develop innovative solutions and solve strategic and operational problems.

## Key Benefits

- ▶ Utilization baseline – TSA identifies performance improvement opportunities by quickly analyzing usage at the device and data usage levels
- ▶ Operational efficiencies – TSA isolates areas where corrective action can improve throughput, offering storage managers an effective means to produce value for their customers by reducing operating costs and/or optimizing storage assets
- ▶ Valuable insight – TSA provides the ability to meet data growth challenges
- ▶ Validation process – TSA lets you know the storage environment is operating within your storage parameters
- ▶ Reporting - Information gathered by TSA is online for queries or can be exported to an Excel spreadsheet for further analysis. The content can also populate a word document that can be printed, bound into a booklet and presented.



*Sample Report for Tapes Not Read in More Than 5 years*