Storage Strategy

Storage Strategy Overview
While IT budgets include 40%-60% of it going toward data storage, there is still general agreement that most IT organizations do not have a cohesive strategy around storage. This can be due to the lack of time and expertise it takes to develop a storage strategy, instead relying on a tactical approach to data management.

Are you challenged by:
• Limited storage architecture and administration experience
• Creating meaningful storage policies to address business objectives
• Being strategic in a reactive support model with few resources
• Developing a plan to stabilize, consolidate, and eventually optimize data storage
• Understanding the best application of the many storage technologies available

As the requirements for data capacity grows within an organization, so does the requirement for performance, accessibility, redundancy, recovery, compliance and many other capabilities that far surpass that of direct attached or locally attached storage. Insight can help you develop storage strategy based on business requirements, allowing you to optimize data storage and management, while reducing existing IT capital and operational expense.

Storage Strategy Benefits
The Storage Area Network (SAN) provides incremental benefits. By integrating several components including switches, storage arrays, tape libraries, etc. to servers, you produce sharable data storage to any attached server in the environment. This usually simplifies storage administration and adds flexibility, since cables and storage devices do not have to be physically moved to shift storage from one server to another.

Other benefits include the ability to allow servers to boot from the SAN itself. This allows for a quick and easy replacement of faulty servers, since the SAN can be reconfigured so that a replacement server can use the LUN of the faulty server.

SANs also tend to enable more effective disaster recovery processes. A SAN could span a distant location containing a secondary storage array. This enables storage replication either implemented by disk array controllers, server software, or specialized SAN devices. Since IP WANs are often the least costly method of long-distance transport, the Fibre Channel over IP (FCIP) and iSCSI protocols have been developed to allow SAN extension over IP networks. The traditional physical SCSI layer could only support a few
Storage Strategy Benefits (cont.)
meters of distance, which is not sufficient to ensure business continuance in a disaster. The economic consolidation of disk arrays has accelerated the advancement of several features including I/O caching, snap shots, and volume cloning (Business Continuance Volumes or BCVs). Insight can help integrate the complex components that encompass SAN in order to get the most value from it.

Success Stories

NATIONAL HEALTHCARE SERVICES NETWORK

Summary
Insight was able to meet the client’s current business needs with a long-term Lifecycle Management strategy that lowered the client’s total cost of ownership and presented a responsible return on investment.

Challenge
The client was overrun with non-business critical data and did not have an effective data management strategy. Data Management costs needed to be reduced by 3x and accessibility of data, limited datacenter real estate, and a need to reduce environmental costs were factors that could not be overlooked.

Insight Solution
Insight’s pre-sales engineers architected a solution that allowed the client to manage their data in a more cost effective manner. Insight also architected a centralized primary data storage solution that adhered to the client’s outlook for data growth, met application specific demands for consistent high transaction I/O, and provided easy capacity expansion, instantaneous replication, and simplified storage administration.

INTERNATIONAL SEMICONDUCTOR MANUFACTURER

Summary
Insight optimized the performance of the client’s data storage solution with an adaptive high performing storage area network.

Challenge
The client was challenged with increasing the performance, accessibility, and continuity of their SAP tier-1 production environment. The client knew that their performance requirements, dictated by the needs of their business, would be very difficult to accomplish. The client needed uninterrupted availability while at the same time controlling costs.

Insight Solution
The HPS Technology Practice identified HP’s XP12000 Storage Works Disk Array solution set, coupled with on-site Data Migration Services, as the appropriate solution. The array was architected to achieve extreme reliability with no single-point-of-failure and full redundancy.

LOCAL GOVERNMENT / POLICE PRECINCT

Summary
Tier Storage methodology to address segmented data retention policy

Challenge
The client needed a solution that would allow them to manage their evidentiary data in a more cost effective and efficient manner. Data integrity and protection were of the highest importance.

Insight Solution
Insight assessed the client’s current environment and requirements and architected an ILM/Tiered storage strategy, enabling the client to manage their data more intelligently as it ages by using a policy-driven tiered storage strategy. They saw a significant cost savings while maintaining data recovery performance.

Offerings

Storage Strategy Workshop
- Review client environment and infrastructure
- Review partner and platform offerings
- Review available/emerging storage strategies
- Review available/emerging storage technologies

Insight and the Insight logo are registered trademarks of Insight Direct USA, Inc. All other trademarks, registered trademarks, photos, logos and illustrations are the property of their respective owners. ©2009, Insight Direct USA, Inc. All rights reserved. Updated 4.09

ABOUT INSIGHT
Insight is a technology solutions provider serving global and local clients in 170 countries. Today, thousands of clients, including more than 80 percent of the Global Fortune 500, rely on Insight to acquire, implement and manage technology solutions to empower their business. Insight provides software and licensing services globally. In addition, we offer a comprehensive portfolio which also includes networking, hardware and value added services for our clients in North America and the U.K. We are aggressively expanding our global capabilities by introducing new offerings, including hardware and services, to meet emerging needs for our clients worldwide. Insight is ranked No. 484 on the 2009 Fortune 500.