

STORAGE TECHNOLOGY MODERNIZATION

Is your storage environment up to industry standards for tiering, utilization, and demand management?

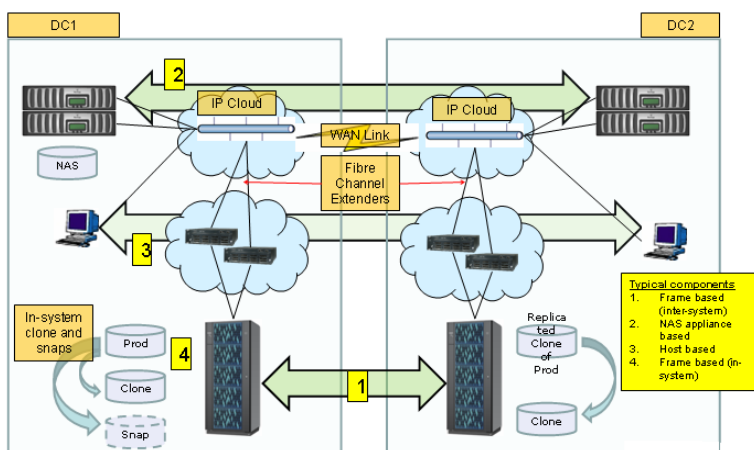
Need independent guidance to help make technology decisions and define the right architecture?

Are you ready to embrace new storage technologies but overwhelmed by the wide array of options?

Moving from a legacy storage environment to adopt new technologies is a challenge. The need to modernize your environment with new technology is delayed by vendor hype and countless options. Add this to the daily balancing act of limited time, budget, priorities and knowledge of emerging technologies, and it's no surprise that IT organizations often struggle with modernizing their storage infrastructure.

GlassHouse can offer vendor independent guidance. Our expert consultants will quickly perform discovery and hold a two-day facilitated strategy workshop with all key-stakeholders involved in your storage infrastructure initiative. We then develop a reference architecture design in relation to both requirements and operational practices, outlining the pros and cons of each alternative and a final recommendation with supporting rationale. Using proven design validation and consensus building techniques, we help our client reach a final architecture and technology decision.

Sound decisions for new technology



modernization of enterprise storage environments. We deliver a clear recommendation and practical next steps.

With a vendor independent eye, GlassHouse consultants will create vendor-neutral reference architecture, help our client rationalize technology decisions, and build an ROI estimate for the



GlassHouse Technologies is a global provider of IT infrastructure services enabling organizations to consolidate, virtualize, protect and manage their IT environments. GlassHouse delivers services through TransomSM, a unique process framework comprised of software tools, proprietary methodologies and best-in-class consultants. We reduce costs, decrease risk and improve service levels by providing accelerated, measurable results, vendor independent solutions and transparency in the IT environment. GlassHouse focuses on the storage, data protection, virtualization and data center markets.

STORAGE TECHNOLOGY MODERNIZATION

GlassHouse storage experts work with your team to:

- Gather information through discovery interviews
- Evaluate design and technology alternatives
- Create reference architecture design
- Perform ROI analysis, modeling storage tiers, utilization, and demand management
- Deliver the final presentation and key recommendations

Our expert consultants assess your environment and provide deliverables in a streamlined timeframe. The following timeline illustrates a sample timeline for a Storage Technology Modernization project.

Days	Activities
1-5	Project Initiation, Discovery Interview, Data Collection
6-7	Design Alternatives Facilitated Workshop
8-14	Reference Architecture Development and ROI Analysis
15	Final Presentation

GlassHouse provides clients clear and actionable recommendations to modernize your storage environment.

Storage Technology Modernization Deliverables

Reference Architecture Presentation

- Project Profiling Summary, including Project Objectives, Assumptions, Risks/Constraints, and Critical Success Factors
- Design alternatives, with pros/cons for each
- Design Recommendation with supporting rationale
- Order of magnitude cost benefit analysis summary table for consolidation (hardware, software, labor estimates in man-weeks vs. cost/risk benefit summaries)
- High Level Plan for Deployment



Why GlassHouse...

Whether your organization is focused on reducing cost and risk or improving service levels, GlassHouse's vendor-independent consultants quickly identify the performance, cost effectiveness, and risks of your existing storage environment and offer a quick, efficient and practical path to improvement. Our experts develop remediation plans designed to expand the functionality and capacity of the current environment, to improve the utilization of existing storage assets.