

IBM Storage Strategy and Planning Services

Highlights

- *Improve availability, access and protection of business-critical data for partners, suppliers, customers and business processes*
- *Enhance productivity and return on past and future investments in data storage*
- *Streamline costs of data storage to fund new initiatives*
- *Link business and IT strategy for data storage to foster buy-in and execution*
- *Provide business-critical data recovery that ensures business continuity*
- *Invest for future data storage needs while maintaining flexibility to adapt to changing business requirements.*

Data storage challenges

Explosive growth of data-intensive applications and an increasing reliance on information as a competitive differentiator have made data storage a central component of corporate technology strategies. This reliance has created challenges in delivering required service levels. Availability and speed of access to data, as well as the ability to securely share data inside and outside of the enterprise, are all legitimate concerns. Dealing with associated costs—in storage acquisition, usage and management—can also be tough.

To deliver required service levels, businesses need to:

- *Address the rapidly escalating, hard-to-control storage costs that stem from exponential growth in data and information storage requirements*
- *Deal with the long backup timeframes that impact data availability for end users*
- *Consolidate disparate storage systems from different vendors and centralize their storage management*
- *Develop disaster recovery plans to facilitate recovery of business-critical data.*

Storage consulting from IBM

To improve data storage service levels and better manage costs, many enterprises are exploring new storage networking technologies and concepts. IBM Global Services Storage Consulting can help. Our consultants can support your efforts in delivering required service levels, satisfying business objectives and managing associated costs by recommending storage principles, strategies, architectures and solutions, and implementation plans to help you address your organization's data storage challenges.

IBM Storage Strategy and Planning (SS&P) Services are designed to help you create a strategy to address your organization's data storage challenges and leverage storage technology for competitive advantage. SS&P Services is a component of the IBM Global Services (IGS) full lifecycle of storage services and consulting offerings that have established IBM as the storage provider of choice.

A proven services methodology

SS&P Services are performed using a proven IGS consulting methodology for IT management. The methodology starts with an organization's business needs and takes into account its current IT environment and plans to determine its target storage environment. It then provides a transition plan for implementation. The approach is service-level oriented and addresses storage technology and management processes, tools, as well as organizational and financial (costs vs. benefits) aspects. The transition plan identifies required projects and estimates project timeframes, resources, costs and business benefits. It is supported in its execution by IBM project management methods. SS&P Services can deliver:

- *A status of your current storage environment*
- *Clearly formulated business storage requirements*
- *The definition of a target storage environment that satisfies your business storage requirements*

- *The identification of services, technologies, processes and organization elements that need to be changed to satisfy your business storage requirements and to implement the target storage environment*
- *An evaluation of the costs and benefits (linked to your business) of moving into the target storage environment*
- *A practical transition plan to move from your current to target storage environment, and begin generating benefits.*

Relying on IBM Global Services

IBM storage consultants can help you create a common data storage framework and strategic roadmap to meet your current and future business and storage needs. Drawing on a wealth of storage and data infrastructure experience, our consultants can help you sort through an increasing and evolving field of solutions, standards and providers, and identify solutions that are right for your organization. You can count on IBM Global Services Storage Services to create cost-effective storage strategies and plans tailored to fit your current and future business needs.

For more information

To learn more about IBM Storage Strategy and Planning Services and other IBM Global Services, contact your IBM sales representative or visit: ibm.com/services/storage



© Copyright IBM Corporation 2002

IBM Global Services
Route 100
Somers, NY 10589
U.S.A.

Printed in the United States of America
07-02
All Rights Reserved

The e-business logo, IBM and the IBM logo are trademarks or registered trademarks of International Business Machines Corporation in the United States, other countries or both.

Other company, product or service names may be trademarks or service marks of others.

References in this publication to IBM products or services do not imply that IBM intends to make them available in all countries in which IBM operates.



G510-3100-00