STORAGE INVESTMENT ANALYSIS
What are your loaded per-TB costs?

Are you "cost aware?" Knowing what your loaded (hardware, software, staffing and facilities) unit cost is and the detail beneath that unit cost is a key method for improving your environment, whether you are evaluating new technologies or consulting services.

Even when you evaluate internal projects, it is beneficial to know how that project will impact your TCO and what is the anticipated ROI. Not all projects will have an ROI if the goal is to improve effectiveness and efficiency. Cost awareness will help you identify projects that don't achieve ROI despite claims to the contrary.

Many people do not recognize the TCO per unit until storage becomes the largest percentage of the IT budget and continues to growing.

Do your accounting practices motivate good behavior in the use of IT services?

Storage and backup infrastructure is a cost center, and a subset of applications represent profit centers

Storage Investment Analysis enables motivating concepts like showbacks and chargebacks. With this structure, departments using storage and backup infrastructure are informed about cost or billed to account for cost. Of course, showbacks are not a motivator without the underlying accounting, and chargebacks drive budgets. Now budgeting shifts to the internal consumers, and all the IT stakeholders are aligned to use IT for what they need. This support model focuses on reducing costs and improving effectiveness and efficiency. This is consistent with defining strategy, identifying gaps, "landscaping" applications and building service catalogs all — focused on building an infrastructure as a service (IAAS).

While achieving cost awareness is not mandatory to make initial gains, it is a requirement to sustain those maximized gains over time. Look to Mainline to be your guide in your journey toward cost awareness.

Let us help you build your TCO and loaded cost per TB. We can help define TCO of future architectures with the addition of our Data Storage and Protection Architecture and Design service, and define your loaded cost per TB per service class with the addition of our Service Catalog and Design service.

Deliverables include…

- Presentation of the Storage Investment Analysis results
- TCO and ROI calculator with your detailed results
- *Optional:* If Service Catalog/Application Landscaping is included, then each service class will include a cost-per-TB breakdown of staffing, hardware, software, etc., for each service class within the service catalog

Service Features

- Ownership of the TCO and loaded cost-per-unit process calculation
- Facilitated with a business consultant and a storage expert
- Easily bolted on to a larger initiative to enhance the results

Service Benefits

- Cost awareness in support of a self-aware service delivery organization
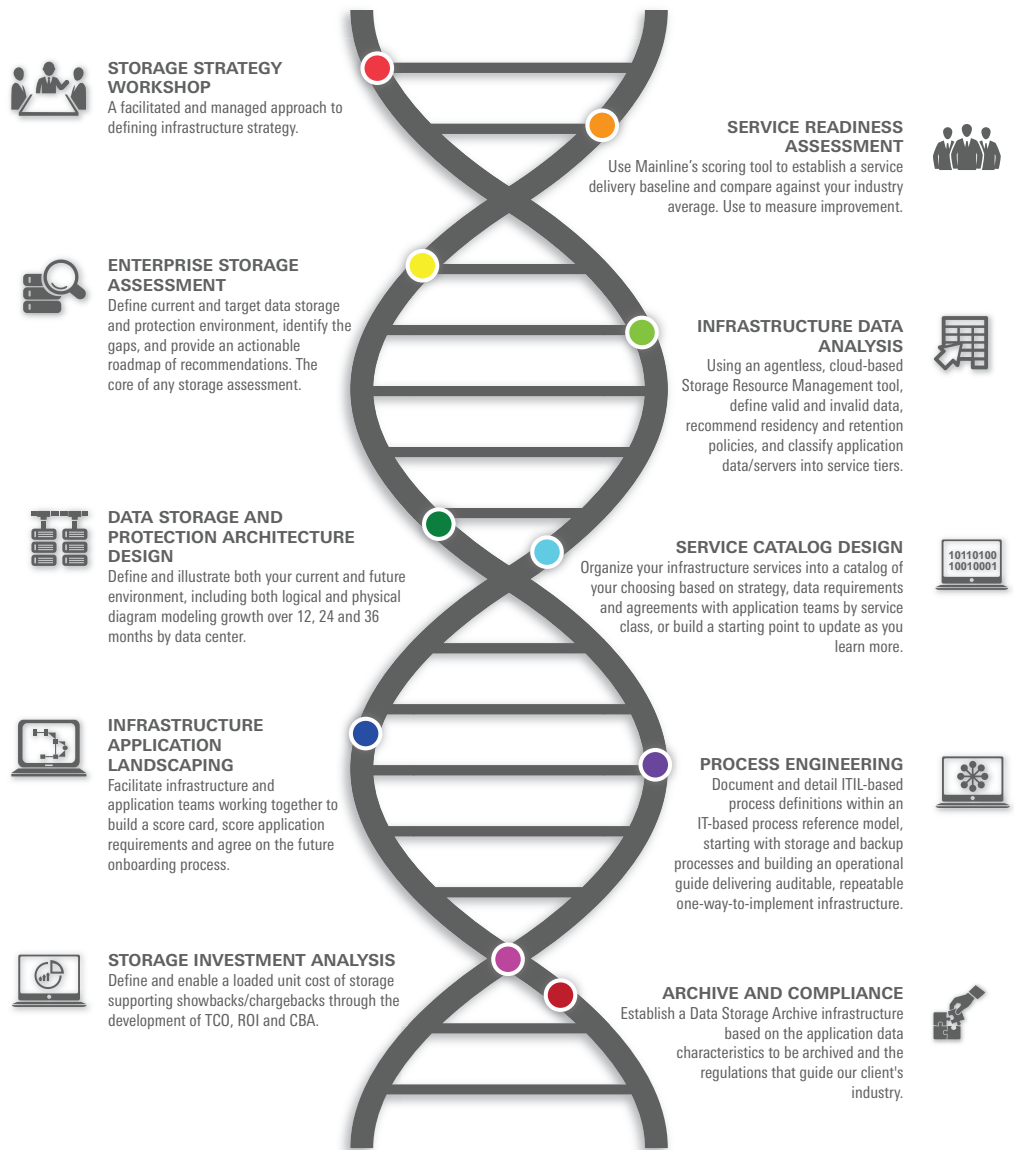- Basis for driving good behavior in utilization of infrastructure

Storage Investment Analysis is part of Mainline's larger storage assessment methodology

Mainline's Storage Assessment methodology consists of ten service areas that can be delivered as a whole to exploit the inherent synergy, or they can be delivered as stand-alone services, depending upon where you are in the storage transformation journey.

Storage Investment Analysis provides additional value when delivered with the following services within the methodology...

- **Enterprise Storage Assessment** with a defined storage strategy reduces up-front data gathering and time spent defining a target environment and provides excellent content in the prioritization of identified gaps. Also see service components synergistic with Enterprise Storage Assessment.

- **Infrastructure Application Landscaping** is for most a missing part of the storage strategy - to work closely with application teams to specifically address their wants and needs.

- **Infrastructure Data Analysis** provides an objective measure of the needs of applications through the analysis of metadata, offering a starting point for application landscaping.

STORAGE STRATEGY WORKSHOP
A facilitated and managed approach to defining infrastructure strategy.

SERVICE READINESS ASSESSMENT
Use Mainline's scoring tool to establish a service delivery baseline and compare against your industry average. Use to measure improvement.

ENTERPRISE STORAGE ASSESSMENT
Define current and target data storage and protection environment, identify the gaps, and provide an actionable roadmap of recommendations. The core of any storage assessment.

INFRASTRUCTURE DATA ANALYSIS
Using an agentless, cloud-based Storage Resource Management tool, define valid and invalid data, recommend residency and retention policies, and classify application data/servers into service tiers.

DATA STORAGE AND PROTECTION ARCHITECTURE DESIGN
Define and illustrate both your current and future environment, including both logical and physical diagram modeling growth over 12, 24 and 36 months by data center.

SERVICE CATALOG DESIGN
Organize your infrastructure services into a catalog of your choosing based on strategy, data requirements and agreements with application teams by service class, or build a starting point to update as you learn more.

INFRASTRUCTURE APPLICATION LANDSCAPING
Facilitate infrastructure and application teams working together to build a score card, score application requirements and agree on the future onboarding process.

PROCESS ENGINEERING
Document and detail ITIL-based process definitions within an IT-based process reference model, starting with storage and backup processes and building an operational guide delivering auditable, repeatable one-way-to-implement infrastructure.

STORAGE INVESTMENT ANALYSIS
Define and enable a loaded unit cost of storage supporting showbacks/chargebacks through the development of TCO, ROI and CBA.

ARCHIVE AND COMPLIANCE
Establish a Data Storage Archive infrastructure based on the application data characteristics to be archived and the regulations that guide our client's industry.

EXPERTISE YOU CAN TRUST

- Eighty-five storage experts skilled in storage solutions from every major vendor

- Decades of industry expertise in designing, implementing and optimizing storage solutions for environments of all sizes

- Services covering product implementations, complex data migrations, information lifecycle management, storage assessments, and advanced archiving and protection strategies

- Residencies and managed storage services to improve storage operations and reduce operating cost

Next Steps:

Contact your Account Executive, or you can reach us at StorageServices@mainline.com.

For more information on our storage services, go to http://mainline.com/storage-transformation.