

The Evolution of SRM

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Before We Start

- How many are using SRM software today?
- How many bought from Storage vendor?
- How many bought from ISV?
- If not, how many are planning to deploy SRM software?
- How many know what SRM stands for?

By The End Of The Session, You'll Know The Following:

- The future direction of SRM
- Key challenges of SRM software
- Understand the spectrum of features
- Vendors in this space

Why SRM Makes Sense

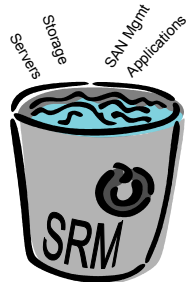
- Reduce capital expenses
- Manage more with less
- Optimize utilization of existing assets
- Faster troubleshooting
- Reduce the number of point products

SRM Historical

- Provision storage...
- Consolidation
 - SSP, turned SRM vendor, turned Chapter 11
 - Acquisitions
- SAN & SAM management
- Early days of standardization

Today's SRM Bucket

- Everything gets thrown in it
 - Features
 - Infrastructure
- Sophisticated solutions
 - Complex environments
 - More mature
- Specialized point products
 - Deep functionality



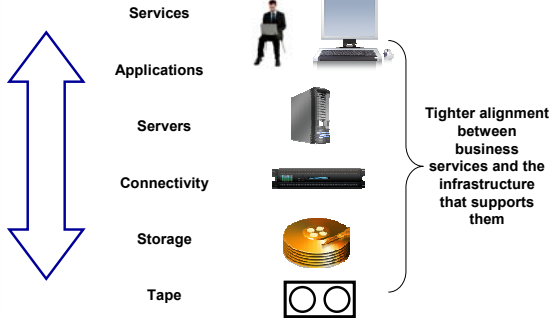
Trends

- Larger established vendors
 - Expanding feature set
 - Broader domain support
- Startups
 - Laser focused on smaller feature set
 - More innovative

Trends

- Features
 - Capacity utilization
 - Change management
 - Analytics
 - Application view
 - Fault correlation
 - Performance
 - Chargeback
 - Backup and replication

SRM to IRM



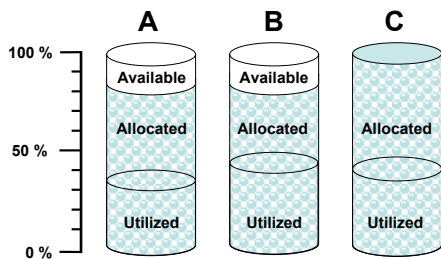
Challenges Exist

- Standards are not complete
- Vendor alignment just taking shape
- Internal issues – silo and control
- Virtualization techniques
- Level of support across vendors

Examples

- SRM in action
 - Capacity utilization
 - Troubleshooting
 - Performance
 - Provisioning
 - Virtualization

Capacity Utilization



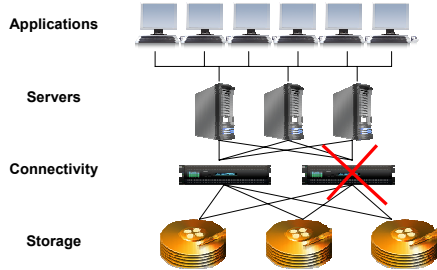
Why This Matters

Figuring out which applications are using which resources and how all those resources are interconnected is important for understanding capacity utilization and troubleshooting. SRM tools can be used to automate this process.

Issues to Consider

1. Storage, servers, switch, file system and application support
2. Look and feel/ease of interpretation
3. Drill-down support

Troubleshooting

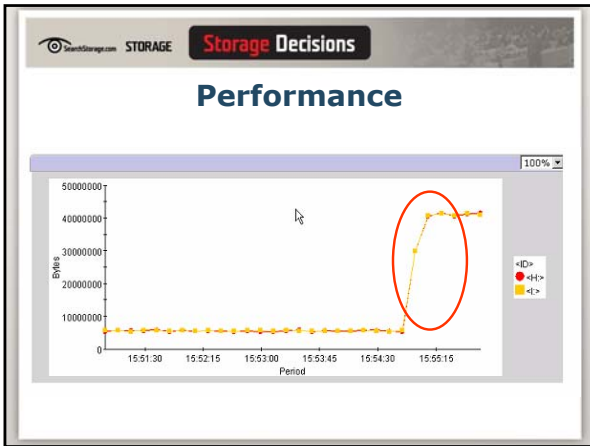


Why This Matters

Troubleshooting application level problems with a possible storage issue as the root cause is hard. Finger pointing is the norm. SRM tools can be used to quickly determine application dependencies for proactive planning and accelerated troubleshooting.

Issues to Consider

1. Are your applications supported and if so, to what level?
2. Agents may be required for deep insight and agents need to be managed.
3. Is the user interface easy to understand and use?

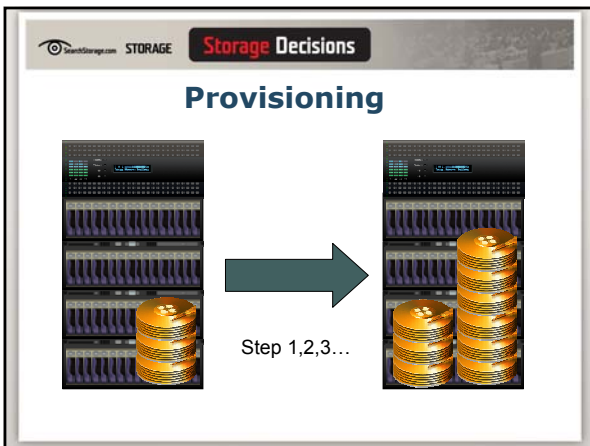


Why This Matters

Storage administrators often find themselves in high-pressure situations when performance problems arise. To avoid such an emergency, most administrators err on the side of caution and over-allocate costly resources and disk capacity. SRM tools can be used to proactively monitor and fix problems before they turn into expensive emergencies.

Issues to Consider

1. Is performance trending supported (i.e., can I see last week's performance)?
2. Which storage arrays are supported and to what level?
3. The breadth and depth of performance metrics collected
4. Are the canned reports easy to run and interpret?



Why This Matters

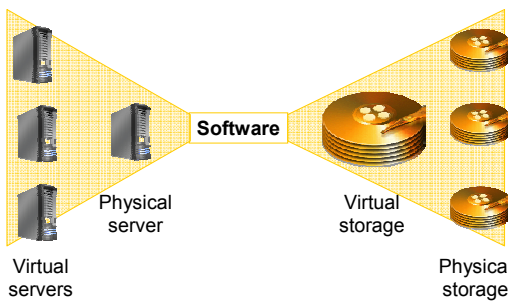
There can be several steps required to make a storage configuration change. Each switch and storage system vendor has a different process and user interface that must be mastered to make a change.

End-to-end automated provisioning can be used to simplify and accelerate the process of deploying and updating complex configurations.

Issues to Consider

1. Does the automated solution fit your workflow?
2. Is the solution interoperable with your existing assets?
3. Can you use the solution for guidance and blueprints?
4. Scheduling, approvals and auditing support should be considered

Virtualization



Why This Matters

Emerging appliances and intelligent switches are being used to deliver services in the storage network including volume virtualization and copy services. ESG Research has shown that early adopters have achieved significant savings. Server virtualization is also prevalent. SRM software should be aware of these solutions.

Issues to Consider

1. Consider SRM support when planning for network based virtualization.
2. Does the SRM solution simply co-exist with virtualization, or can it show how arrays are virtualized into volumes and presented to servers?

Something for Everyone

- Latest wave of vendors support many different levels
- Large encompassing software tools
 - Multi module, soup to nuts
- Point specific products
 - Capacity utilization, change management
- Market specific tools
 - Mid-market and SMB through enterprise

Vendor Matrix

Storage Vendors	ISVs		New Entrants
EMC	Symantec	Onaro	Akorri
HP	CA	Tek-Tools	Monosphere
IBM	BMC	NTP	TeraCloud
HDS	OpsWare	Northern	
NetApp	CommVault	NovusCG	
SUN			

SRM is Evolving, Are You?

- Have you started the process?
- What features do you need?
- Is there a specific problem?
- Budget?
- Position for the future

QUESTIONS?

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