

# HP Managed Storage Solution

Building an Adaptive Enterprise through efficient storage infrastructure management

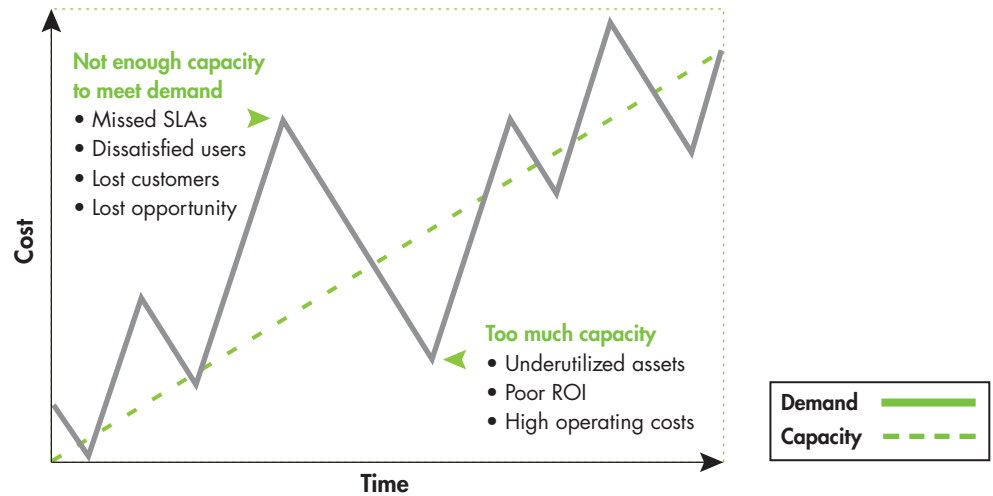


Today's dynamically changing business climate is forcing companies like yours to adjust their business operations to quickly adapt to the fluidity in the marketplace. To achieve this goal, companies must build stable, yet agile IT infrastructures that can easily adapt to shifts in business priorities.

As your business becomes more data intensive, deploying and managing an adaptive storage environment becomes more difficult. This is due, in large part, to companies like yours being challenged to effectively allocate their constrained resources—dollars and personnel—to manage their storage infrastructure to meet dynamic business demands.

The HP Managed Storage Solution helps address these concerns by delivering the storage infrastructure and technical expertise you need—whenever and wherever you need them—at a predictable price and performance level. Through the implementation of this solution, your company will be better able to react to dynamic changes in the marketplace while reducing the risks of operational interruptions or paying a premium to add capacity when needed.

## Typical storage capacity does not adjust to user demands



## Delivering new operational and cost efficiencies

The HP Managed Storage Solution offers remote storage monitoring and multivendor storage area network (SAN) management. These multivendor capabilities are designed to meet your company's specific business requirements.

### The standard multivendor storage management features are:

- SAN assessment and design
- 24x7 remote storage management and monitoring
- Online storage provisioning
- Capacity management
- Performance management and reporting
- Real-time data views through a secure Web portal

These features are provided on a monthly price-per-gigabyte basis.

### Optional services to enhance the standard multivendor storage management features include:

- Storage Capacity Package
- Backup and Restore Management
- Local and Remote Copy Management
- SAN Availability Commitment

### Storage Capacity Package

This option provides a fully redundant HP SAN infrastructure so you can grow your managed storage according to your expected demands, all on a monthly price-per-gigabyte basis. In addition to all of the standard services found in the HP Managed Storage Solution, this option delivers:

- No-single-point-of-failure SAN technology (HP StorageWorks SAN storage, including XP, EVA, and MSA disk arrays)
- Just-in-time storage provisioning
- Installation, configuration, and startup
- 24x7 warranty and maintenance protection
- Capacity and services combined into one monthly fee
- Storage infrastructure located at your site or hosted by HP

### Backup and Restore Management

The backup and restore option offers backup and timely recovery of lost data. HP provides detailed backup design, installation, testing, deployment, and management for your backup environment. This end-to-end management includes:

- Review, confirm, and design backup environment
- 24x7 execution and monitoring of regular storage backup functions
- Prompt execution of backups when needed
- Detailed reporting on backup activity
- Implementation and execution of backup schedules and retention policies
- Reporting on backup, restore, and event summaries through a secure Web portal
- Resolution of backup/restore failures

### Local and Remote Copy Management

HP can optionally manage local and remote copies of primary data. Local Copy Management delivers cost-effective, easy-to-use, and efficient local replication by providing management of point-in-time copy functionality of disk volumes to mirrored volumes. This capability includes:

- Design and monitoring of local copy activities for successful completion
- Management of automated local disk volume copy capabilities
- Execution of local copy for previously defined jobs when needed
- Deactivation or reactivation of local copy jobs
- Status reporting

Remote Copy Management provides you with a high level of storage data protection capabilities. And when coupled with HP's Business Continuity Services, this option provides for disaster recovery, regulatory compliance, and hosting at an HP recovery center. This capability offers:

- Design and maintenance of remote copy configuration between primary site and secondary site
- Management of the ongoing availability of the remote copy volumes as needed
- Execution of failover to, and from, the remote site

### SAN Availability Commitment

To give you the levels of availability your business requires, HP will provide an agreed data availability level for the disks in your storage frame. This option features:

- Outstanding performance and availability using no-single-point-of-failure SAN technology (HP StorageWorks XP, EVA, and MSA equipment)
- Data availability commitments tailored to meet your specific needs

All Managed Storage Solution options are designed to be included in the monthly price per gigabyte.

## HP's unique approach

The HP Managed Storage Solution is another example of HP's efforts to help you create a more adaptive infrastructure that adjusts to your changing business requirements. Through this solution, HP can help you:

**Improve return on investment**—The HP Managed Storage Solution offers superior capacity management that leverages the benefits of SAN technology while delivering cost predictability through storage and services provided on a monthly price-per-gigabyte basis. Through this solution, you can create a network of storage that allows new capacity to be easily integrated without costly capital investments.

**Managed Hotspot Service**—HP offers a completely outsourced, turnkey solution for full operation and management, including all software nodes, billing, service monitoring, statistic reporting, application maintenance, and second-line support. When you are ready, we can move this capability in-house and integrate it into your existing infrastructure.

**Increase business agility**—The HP Managed Storage Solution helps improve your utilization of IT assets today and tomorrow via efficient provisioning, deployment, and activation of additional storage capacity and management as your computing demands grow. This capability enables you to quickly react to changes in the marketplace.

**Reduce operational risks**—The solution delivers flexibility, security, and control through state-of-the-art technology and expert HP services capabilities that help you achieve continuity within your IT environment. With the HP Managed Storage Solution, you have a single point of contact focusing on your storage environment.

**Enhance business performance**—The HP Managed Storage Solution delivers the storage infrastructure and resource expertise required to manage your storage environment. This enables your company to quickly deploy revenue-generating projects and allows your IT staff to focus on strategic initiatives rather than maintaining your IT infrastructure.

## The HP advantage

The HP Managed Storage Solution is just one of the offerings in HP's portfolio of Utility Pricing solutions that are designed to provide you with the computing resources where and when you need them. The HP Utility Pricing Solutions program covers a broad range of products, including servers, storage, access devices, printing and imaging, and mail and messaging services. These offerings enable you to conserve capital, enhance customer satisfaction, and speed your entry into revenue-producing markets.

To learn more about HP's comprehensive services offerings, contact your local HP sales representative or visit our Web site at [www.hp.com/go/utilitypricing](http://www.hp.com/go/utilitypricing).



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