



STORAGE OVERVIEW

Companies have the ever-increasing issue of keeping data available 24 X 7 without disruption. Combine this with the dramatic increase in storage volumes and compliancy requirements and it is evident that IT departments have a real challenge to overcome.

Investment in the right storage technologies is a critical factor in the successful operation of organisations today. Insight has a dedicated team of storage specialists to assist our clients in the design, implementation and management of their storage environments.

Insight's storage offerings are based on solutions that are designed to solve specific business and technical requirements, taking account of the many factors involved including legacy systems, business processes, geographical considerations, budgetary requirements and plans for future growth.

Insight utilises best practice methodologies and every solution is created through a rigorous process of specification, implementation, management and review to ensure rigorous quality standards are both met and sustained.

▼ Insight offers the following range of Storage Services.

- Consolidation
- Design & Implementation
- Disaster Recovery
- Backup & Recovery
- Business Continuity
- Email Archiving



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- ▶ **Consolidation**

Insight's Storage Consolidation solutions deliver a vendor-independent roadmap to the realisation of the cost, service and risk benefits that are the goal of any organisation considering an overall consolidation strategy.
- ▶ **Design & Implementation**

Insight identifies and develops an organisation-wide adoption strategy for a dynamic storage infrastructure within your overall business environment, delivering a solution that encompasses people, products, and processes.
- ▶ **Disaster Recovery**

Insight's DR Solutions take existing DR planning to higher levels, ensuring alignment of technology, people and processes with overall strategic objectives and general Business Continuity regimes.
- ▶ **Backup & Recovery**

Insight's Backup & Recovery Solutions enable our clients to quickly gain control over their backup and restore environments, thus dramatically reducing immediate risk of operational failure and consequent data loss.
- ▶ **Business Continuity**

Insight's BC Planning provides an independent, best-practice led review of existing BC components: Data Protection; Backup & Restore; Archiving; Disaster Recovery, delivering technology and process recommendations tailored to suit specific client requirements.
- ▶ **E-mail Archiving**

Insight provides a range of Email Solutions to allow clients to reduce costs and complexity and better protect data while retaining e-mail to meet even the strictest of regulatory demands.

Insight is an independent storage advisor and offers its client's up to date knowledge on most tier 1 manufacturer's products and solutions. Our aim is to ensure that our clients are advised both commercially, technically and operationally.

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Vendor / Product Set Capability Matrix

Technology	Vendor	Product Set	Pre Sales Consultancy	Base Installation	Professional Services
Server Technologies	HP	Proliant	✓	✓	✓
		BladeSystem	✓	✓	✓
	IBM	X-Series	✓	✓	✓
		BladeCentre	✓	✓	✓
Fujitsu Siemens	Primergy	✓	✓	✓	
San Products	HP	EVA	✓	✓	✓
		MSA	✓	✓	✓
		Storage Server	✓	✓	✓
	IBM	DSxxx	✓	✓	✓
		NSxxx	✓	✓	✓
	EMC	Clariion	✓	✓	✓
		Centera	✓	✓	✓
		Celerra	✓	✓	✓
	SANRAD	V Series Switches	✓	✓	✓
NetApp	FASxxx	✓	✓	✓	
Equallogic	PS Series	✓	✓	✓	
Tape Libraries	ADIC	Scalar	✓	✓	✓
	Overland	NEO Series	✓	✓	✓
		REO Series	✓	✓	✓
	Quantum	PX Series	✓	✓	✓
	HP	MSLxxx	✓	✓	✓
		VLS Series	✓	✓	✓
EMC	CDL	✓	✓	✓	
Operating Systems	Microsoft	Windows Server 2000/2003	✓	✓	✓
	VMware	Virtual Infrastructure 3	✓	✓	✓
Applications	Microsoft	Exchange 2003	✓	✓	✓
		Cluster Server	✓	✓	✓
	Symantec	BackUp Exec	✓	✓	✓
		NetBackUp (Windows)	✓	✓	✓
	NSI	DoubleTake	✓	✓	✓
	HP	OpenView Storage Mirroring	✓	✓	✓
Systems Insight Manager		✓	✓	✓	
Rapid Deployment Pack		✓	✓	✓	

For more information on Insight's Storage offerings, please contact us on 0800 333 333 or e-mail solutions@uk.insight.com.