



Dell™ Services

IT Consulting for Deduplication

Expert guidance and a proven process for utilizing deduplication in your storage environment

Keeping Pace with Data Growth

The amount of data being stored, managed and protected in data centers is rapidly growing and, in many cases, pushing storage capacity to the limit. Data deduplication can reduce storage capacity meaning a decrease in disk capacity, power/cooling and space requirements. Smaller data stores can result in shorter backup times and reduced network bandwidth requirements improving backup performance/availability and making disaster recovery tasks more manageable.

Deduplication is best considered as one aspect of an overall storage optimization strategy, with the consideration that a “one-size-fits-all” solution that is not optimized for your environment can be disruptive, costly and time consuming. The optimal solution and subsequent benefits can vary widely across environments.

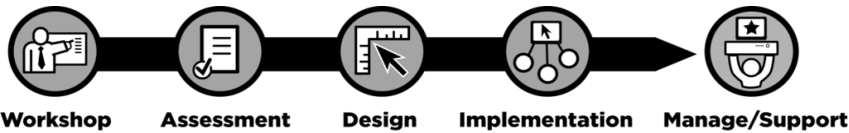
A Practical And Results Oriented Approach

Dell offers a suite of end-to-end consulting services to help you understand deduplication technology, quantify the benefits and design a solution to effectively meet your needs. We take an enterprise-wide view of your storage infrastructure in areas of backup, recovery and archive to determine how deduplication can add value.

Features/Benefits:

- **Speed Time-to-Value.** Automated tools for discovery and analysis, peer rating/ ranking, and benchmarking help speed time spent assessing and planning for your deduplication project. Time is also saved with actionable plans, timelines and reports that deliver specific, predictable and measureable outcomes.
- **Predictable Results.** Skilled solution architects use a validated, repeatable process providing clear phases and decision points, proven successful in thousands of customer engagements. This helps minimize disruption to your staff and process and keeps your project on time and within budget.
- **Project Visibility.** A dedicated project portal and dashboard provide clear visibility for staff and management to ensure end results meet time and cost expectations.
- **Solution to Meet Your Business Requirements.** Specific recommendations and business case for a solution that matches the “right” level of performance and data protection for your organization. Our flexible engagements are designed to meet you where you are in the process and take you where you need to be. We work collaboratively with your team and provide knowledge sharing to empower your team.
- **Provide End-to-End Solution Capabilities.** Dell offers servers, storage, software, services and on-going support for an optimal storage implementation or upgrade.

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PHASE	DESCRIPTION
Workshop <i>Understand the Potential</i>	Storage Simplification Workshop. An approximate ½ day consultative white boarding session either at Dell or onsite at your location. <ul style="list-style-type: none"> • Map your IT business requirements and discuss potential key initiatives that could help your future state goals of reducing storage costs and increasing efficiencies. • Introduce and discuss business benefits of the latest technologies appropriate to your environment. • Overview of the Dell point-of-view on storage and best practices. • Discuss next steps including an assessment of your infrastructure to enhance planning, design and implementation.
Assessment <i>Make Informed Decisions</i>	Backup, Recovery & Archive Assessment. Evaluate your data protection processes to provide insights into data availability risks. <ul style="list-style-type: none"> • Interviews and a detailed tool-based analysis of your existing backup infrastructure, including the amount of backup data, retention periods, backup frequency, failure rates , change frequency and network impact. • Provide impact analysis with estimates of potential savings related to reduction to storage capacity and network traffic. • Introduce best future state optimization scenarios.
Design <i>Lay the path for success</i>	Backup & Restore Stabilization and Optimization. Evaluate and create a backup plan tailored to business. <ul style="list-style-type: none"> • Provide specific product recommendations and a service catalog tying solutions to business requirements. (deduplication is included in the recommended backup solution when appropriate for your environment.) • Detailed implementation plan. Deduplication Design. Determine the best deduplication design for your environment. <ul style="list-style-type: none"> • Deliverables include documented product recommendations from Dell's S&P products. • Detailed implementation plans.
Implement <i>Capture the Value</i>	Implementation. Dell works with a range of partners to offer a broad portfolio of backup and deduplication solutions to ensure we provide a solution tailored to the needs of your needs.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.



Applications Business Process Consulting Infrastructure Support