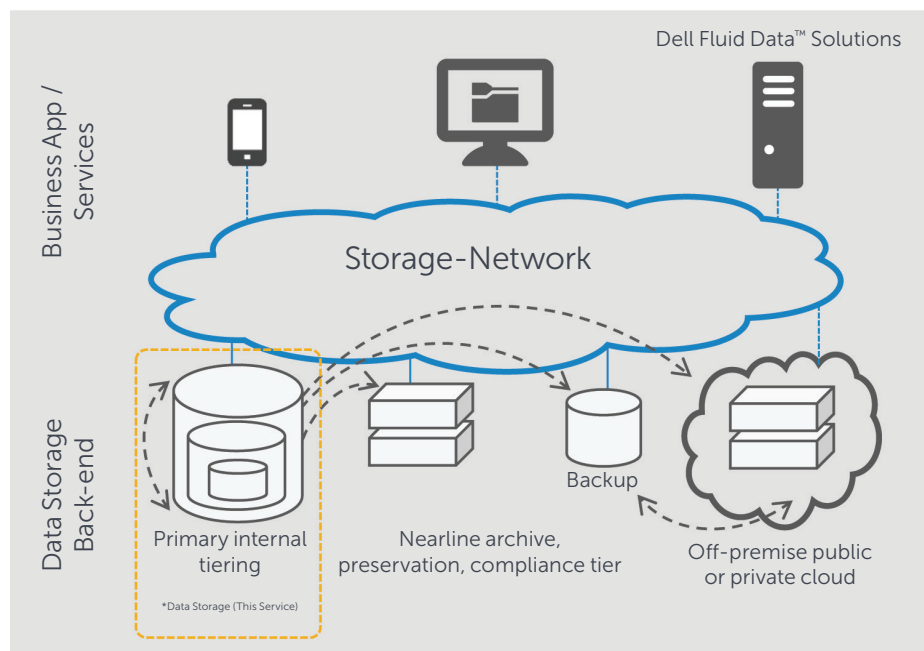# Get the right information, in the right place, for the right cost. Always.

Data Storage Accelerator

Use a custom-tailored data storage design to avoid top-tier costs for rapidly growing yet infrequently accessed data.

Runaway data growth is causing significant challenges.
Mend the disconnect between dataset's continuously changing business value and spending in its upkeep.

Dell understands that it's exceedingly challenging to identify and present fact based evidence of the over-reliance of needlessly expensive top tier platforms for housing your business data. Addressing this tiering challenge while leveraging advanced capabilities such as virtualization, snapshots, remote replication, and policy based data movement methodologies can have a signficant impact. This impact can increase application performance, reduce backup windows, shrink storage footprint, drive energy and floor space savings, and reduce costs throughout your entire infrastructure.

Contact Dell to gain a better understanding of how a Storage Accelerator can help you.

Benefit from a solution design that matches your specific business workload and spending capability profile.

Dell™ IT consultants work with you to rapidly perform an automated data collection process, business needs assessment, and gap analysis to provide you with a custom tailored data storage solution design and cost benefit analysis. This cost effective solution can clearly show how today's data storage technologies, processes and procedures can reduce costs while ensuring business workload needs are adequately met or exceeded. Dell Storage Accelerator combines our deep business and technical expertise to help customers best store, manage, maintain, and leverage their information assets with the most appropriate and cost effective storage solution.

Data Storage benefits

The Data Storage Accelerator from Dell can help you address your long term data storage needs while decreasing storage costs. Additional benefits include:

- Enabling you to make strategic decisions from a position of knowledge
- Tackling data storage requirements while reducing pressure on the budgets
- Understand the business requirements and create aligned service catalog
- Create a design against a service catalog that's right for you

As part of the engagement, our consultants will work to provide you a solution to:

- **Meet and exceed user/application information access experience.** Utilizing a right-sized multi-tiered data storage solution aligned with business priorities which improves user and application experiences. This allows both highly critical and less critical data to have the performance and access needs met without incurring excessive cost.
- **Achieve greater efficiencies while cutting cost.** Moving infrequently accessed or lower valued data to cost effective platforms and defining the data life cycle by business need helps increase efficiency and lower costs.
- **Improve the data storage management costs.** Introduction of the capability of automation intelligence and policy-driven actions and movements reduces the management cost and improves the financial and operational efficiency and effectiveness in your infrastructure.
- **Lay the foundation for cloud-based initiatives.** Increase the ability to incrementally scale-out storage at a relatively lower cost while providing security, accessibility and reliability.

How the Accelerate Program works

Dell IT consultants work with you to identify your current data storage infrastructure and help define your business workload service categories and their requirements. Automated tools will be deployed to identify stale, infrequently accessed or duplicated data. Dell IT consultants will analyze the data collected and provide a solution design that optimizes the existing environment while meeting the defined requirements.

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

Dell IT Consulting offers users a standard delivery for all our data management services.

Workshop	Assessment	Design	Implementation	Manage/support
Understand the potential	Make informed decisions	Lay the path for success	Capture the value	Contribute to ongoing success

Offer	Description
Workshop Understand the potential	During this half-day Workshop, Dell consultants will work with you to: • Identify current issues and concerns • Over view of the Dell point-of-view on data storage • Understand current and future events that may impact data storage requirements • Define goals, initiatives and a roadmap
Accelerator Make informed decisions and lay the path for success	The Accelerator combines the assessment and design phases of our delivery model to expedite the path to realizing the benefits of a properly designed and optimized data storage solution. During the discovery phase, we will work with you to gather business, operational and technical requirements. Monitoring tools will be deployed to collect data access times, duplicated data, configuration and performance data. The Dell consultant will analyze the data gathered to evaluate the effectiveness and efficiency of your existing solution. At the conclusion of the analysis phase, a solution design document will be provided that will include: • "As-Is" solution documentation • Issues and observations discovered during the monitoring period • Actionable short-term modifications to the existing environment to improve performance and efficiency • Additional hardware/software required to meet a specific requirement or directly address an issue or pain point • "To-Be" solution design that addresses all defined requirements
Implementation Capture the value	Our consultants can work with you to efficiently deploy the design into production. Typical Implementation tasks may include: • Hardware/software installation • Software upgrades • Data storage policy configuration • Replication implementation