



Optimizing the Enterprise

Lessons Learned from Deploying Private Storage Cloud

Agenda

- Intro
- Situation
- Challenge
- Solution
- Where are we now?
- How did we do it?
- Summary
- QA

A little Story... about a place you know well

- A very large Federal financial agency with over 100,000 employees:



- 3 data centers and 5 regional centers
- 12+ Petabytes of allocated, thickly provisioned storage
- Supported hundreds of business areas with hundreds of applications from massive transaction based systems to simple file shares
- Supported every major operating system
- Supported every major storage hardware vendor (Block, File, and Object)

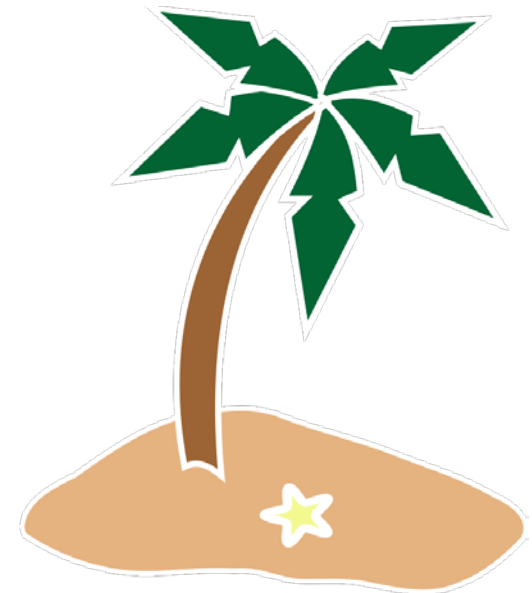
Story continues...

- Operational environment:
 - Massive scale of Agency's mission
 - External factors
 - Significant number of stakeholders
 - Outsourced technical labor model
 - Funding was on project basis

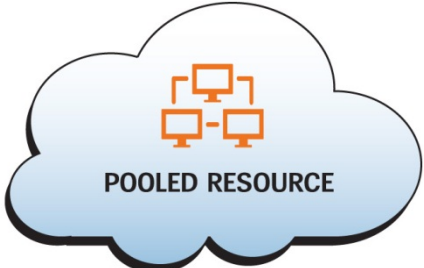
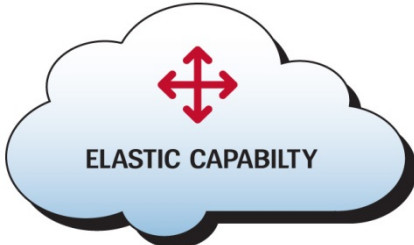
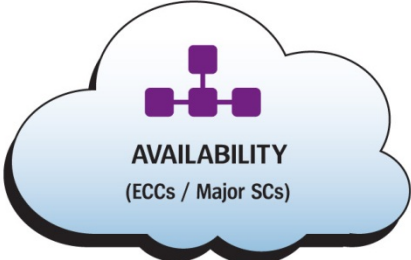
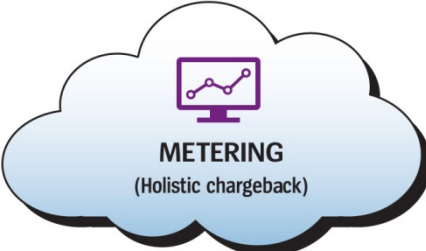


Agency's Challenges

- Project driven purchases created islands
- Irregular purchase patterns
- Loss of purchasing power
- Acquisition cycle was lengthy
- Different technical standards
- Islands of capacity, some deserts



Solution that brings it all together



Where they are Now? 2 years later...

- Private Storage Cloud deployed and migrated into:
 - Seamless migration into environment, zero downtime
 - 8+ PB, 100s of applications (Block, File, Object)
 - Private Storage Cloud Benefits
 - Detailed insight into storage performance
 - Active Performance Management
 - Ability to embrace Business Tiering



How did it happen???

- Technology selection was paramount but...

How to make it permanent?

the 3 Keys

- ❖ Paradigm Shift
- ❖ Organization Inertia
- ❖ Bridging the legacy divide



Messaging the new Paradigm

- Executive sponsor
- Conducted Road Shows
- Continuous communication
- Grass roots communication
- Ongoing...never ending

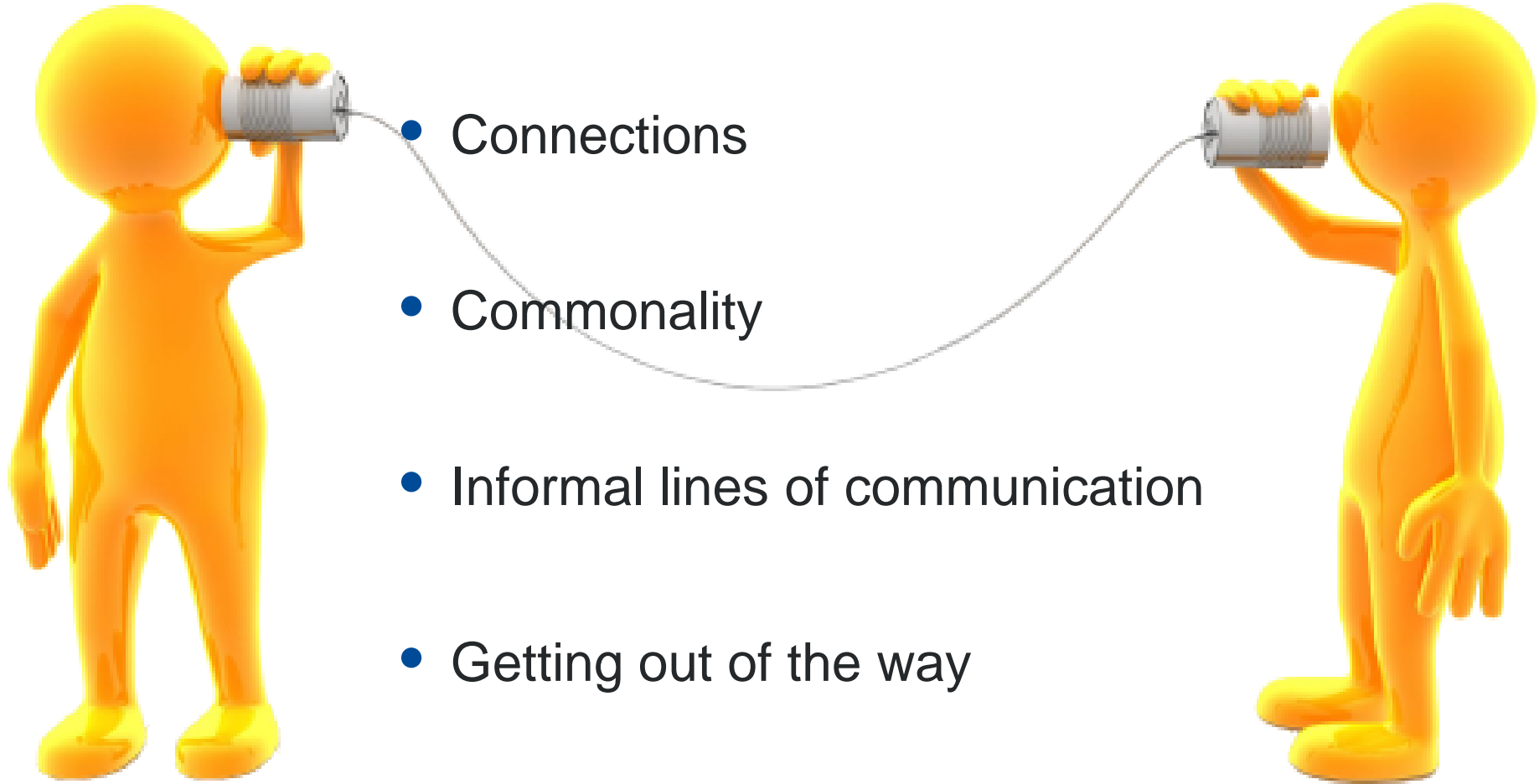


Overcoming Organization Inertia

- First Step... Early adopters
- Started small
- Build Momentum
- The 800 pound Gorilla
- Momentum rolls on and over...



Bridging the Legacy Chasm



- Connections
- Commonality
- Informal lines of communication
- Getting out of the way

Summary

- How do you move 12 PB into an 8 PB bag???
- Carefully
- Communicate continuously
- Plan strategically, execute locally
- Make bridges



UNISYS



Thank you!