

Protect business-critical data and applications cost efficiently.

Highlights

- Help optimize data protection through reliable integration of software and hardware
- Retrieve archived data quickly and easily
- Help control rising costs of data storage management and downtime
- Help minimize data loss due to unplanned outages and disasters
- Facilitate efforts to meet regulatory requirements for data retention
- Reduce administrative complexity through seamless integration of storage management hardware and software
- Take advantage of one-stop shopping and service

Help minimize downtime — and data protection costs

Business success today depends in large part on the ability to maintain a resilient IT infrastructure, secure ever-increasing amounts of data, retrieve data quickly when needed and comply with evolving regulations. Downtime, data loss and data inaccessibility can be costly and managing data storage across heterogeneous infrastructures can be complex, adding to the challenge.

The goal is to get optimal protection at a minimal cost. IBM provides proven turnkey solutions for automated storage management that help you assure the

accessibility, availability and performance of your stored data. And these solutions are designed to grow as you do for maximum return on your IT investment. They consist of three highly integrated components that are considered best of breed within their categories:

IBM Tivoli® Storage Manager — This powerful software helps you lower data storage costs through centralized, automated data management. Simplify the task of data protection by automating functions such as data backup and restoration, managed data archiving and retrieval, disaster preparation planning and recovery, and hierarchical storage management.

With its fault-tolerant automated backup, Tivoli Storage Manager stores backup and archive copies offline and in a tiered storage environment that matches the value of data to the cost of storage. It also helps you reduce storage administration costs by deploying intelligent data-move-and-store techniques and by automating the implementation of corporate retention and storage policies.

IBM @server™ xSeries® and IBM @server BladeCenter® systems — Specifically tested for IBM automated storage management solutions, this broad family of servers delivers exceptional availability, simplified manageability and outstanding performance. Affordable and easy to manage, these servers are based on IBM Enterprise X-Architecture™ and Xtended Design Architecture™ technology, which provides a blueprint for bringing the power of advanced mainframe technologies to Intel® processor-based servers.

As a result, these systems deliver mainframe-class availability, scalability and systems management in a cost-effective, industry-standard server. In fact, they deliver more availability features, providing up to 35 percent

lower total cost of ownership when compared with other Intel-based platforms.*

IBM TotalStorage® portfolio — Designed to provide low total cost of ownership and excellent investment protection, this extensive family includes a wide range of disk, tape, storage area network (SAN), network-attached storage (NAS) and software options, along with services. You can use it to provide a resilient, automated 24x7 infrastructure and to deploy a strong base for infrastructure simplification, information life-cycle management and consolidation.

Enjoy the same high-performance, low-cost data protection as other IBM customers worldwide

Functioning smoothly together in tightly integrated solutions, these three components are already providing enhanced data protection and reduced costs in a variety of companies worldwide:

TRISA AG, Triengen, Switzerland — Founded in 1887, this manufacturer of oral hygiene, hair care and body care products today has 785 employees. It prides itself on its innovative culture and use of state-of-the-art technology. Dissatisfied with its existing

backup technology, which required daily backup using an offline, mostly manual process that took six hours, the company decided to update and consolidate its server and storage infrastructure using the following IBM components and services:

- Tivoli Storage Manager, Extended Edition
- 20 @server xSeries servers
- IBM TotalStorage 3584 Ultrium Ultra Scalable Tape Library
- IBM Global Services — Integrated Technology Services

As a result, TRISA has greatly simplified its IT environment, which, in turn, has increased productivity across the company. The company cut the administrative time required to maintain the server and storage environment in half and reduced the amount of time required to back up the company's environment from six hours to only two hours.

“IBM has delivered what they promised in a short time, and that I never expected. The installation was simple, and today the solution is giving us what we wanted. In addition, we have a flexible solution ready for the next year’s data requirements.”

**—Erwin Loetscher,
IT System Administrator, TRISA**

Edith Cowan University, Churchlands, Australia — With more than 20,000 students on four campuses, this professionally-oriented tertiary institution needed the high availability and data integrity necessary to provide 24x7 online student enrollment and other services. To accomplish this, the university opted to consolidate its backup and recovery tools into a single enterprise management solution that includes:

- Tivoli Storage Manager.
- Two @server xSeries 345 servers.
- Two IBM 4560 SLX tape libraries.

The solution has enabled the university to increase its control over its backup environment and reduce the amount of administration needed to run it. It also reduces the amount of tape handling and related costs by more than 80 percent. What's more, the university is now able to offer on demand storage services to its students and staff members for their laptops and desktops — thanks to its extensive reporting capabilities, a self-service facility and the ability to track and charge for individual storage use.

Dusa Argentina SA, Berazategui, Argentina — A subsidiary of Dusa International, a joint venture between DuPont and Sabanci Holdings, Dusa Argentina SA is the largest supplier of industrial nylon yarn and tire cord fabric in the world. It was spending US \$80,000 annually to back up its corporate data at Dusa International headquarters in Wilmington, Delaware. To replace this time-consuming and error-prone backup process, Dusa Argentina implemented an in-house backup solution that uses:

- Tivoli Storage Manager.
- @server xSeries 255 server and eSeries xSeries 235 server.
- IBM TotalStorage 3580 Tape Drives.

Dusa Argentina expects to achieve a full return on its investment within two years. It has regained control of its data backup responsibilities from its parent company without sacrificing efficiency or sections. It has also been able to manage its storage procedures with just one administrator.

Brink's Home Security, Irving, Texas, USA — When this leading provider of

home security systems decided to build a second call center that would also function as a disaster recovery and failover site, it leveraged an integrated IBM solution that includes:

- eSeries xSeries servers and BladeCenter servers.
- IBM TotalStorage Tape 3494 Libraries with IBM TotalStorage SAN Volume Controller software.
- Tivoli Storage Manager.
- IBM Global Services — Integrated Technology Services.

The company not only expects to save more than US \$1 million in the first 18 months of operation, but it also has significantly increased its resiliency in a volatile, low-margin industry.

Although these four companies vary widely in terms of size, industry and geography, they all have one thing in common: They have taken advantage of IBM automated storage management solutions to help maximize their data protection and business resiliency — and also help lower their costs and administrative effort.



Simplify management with one-stop service

What's more, by choosing this integrated data protection solution from IBM, these companies have eliminated the complexity of dealing with two or three different vendors. Instead of pointing fingers when an issue does arise, IBM teams work transparently behind the scenes to solve it. In addition, IBM has helped minimize the potential for configuration and compatibility issues by thoroughly pretesting Tivoli software on xSeries servers and IBM TotalStorage products.

For more information

To learn more about how IBM automated storage management solutions can enable you to protect important corporate data and software more effectively and cost-efficiently, contact your IBM representative or IBM Business Partner, or visit ibm.com/tivoli

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*Based on IBM four-way server comparison with Intel industry average four-way using IBM ROA Tool based on Gartner methodology and research data.