HP Storage Solution Customers Provide Formulas for Validating Storage Solution Investments

laurie elliott

network storage solutions organization marketing strategist

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Two-line Summary:
Are you challenged to identify the costs and benefits of storage? Explore some tools to better assess the value of your data, the value of your storage environment, and the future needs your storage environment must meet.

What attendees will learn:
How to build a case for centralizing the management of storage across heterogeneous systems
How to build a case for moving to higher availability storage solutions
How to build a plan for evolution

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– **Abstract:**

Business critical, mission critical—these terms are often used to represent the value of the systems that utilize data as well as the value of the data itself within an IT environment. However, many companies cannot directly identify the monetary value of that critical data. Therefore, many businesses cannot build a case for changing the way they store and manage their data in order to improve their business, its revenues, and its profits.

You can benefit from the work of HP and other companies as you learn about the tools and formulas other HP customers have used to change the way they do business in order to enable a better business. While no two businesses are the same, the cases provided in this session, though not directly addressing the specific value of your data, will provide value for you. The value in what you learn will be reached through your ability to utilize the case formulas and apply them to your own business. Even if you don't have exact numbers, this will enable you to input the data you do obtain on your business and, using industry averages for the missing data, gain an estimate of the benefit of storage and of the potential changes in storage to your business.

agenda

- customer's business situation
- network storage solutions
- the business value
- hp's vision and strategy
- customer testimonials

Customers' business situation

- review industry and customer data on the growth rate of data and the even larger growth rate of storage

- review the 7 challenges of highly effective storage, how they relate, and how they change

- review the business impact of these 7 challenges based on customer data

Network storage solutions

- review current storage architectures and the issues and costs associated with them

- review the latest data on network storage architectures

- review the key benefits of network storage architectures

- review the advances to addressing the key inhibitors of adoption

Business value

- review the industry data and trends of business value

- review actual customer results of implementing network storage solutions

- review the financial goals set by customers and the ROI calculations from network storage solutions

Hp's vision and strategy

- review hp's vision and strategy for evolving customers to a network storage architecture

- review hp's ability to deliver complete solutions – from design to implementation to ongoing tuning

- review hp's offerings of network storage solutions to address the 7 challenges

Customer testimonials

- review two business situations of hp customer results in moving to hp network storage solutions