Customer Case Studies and References

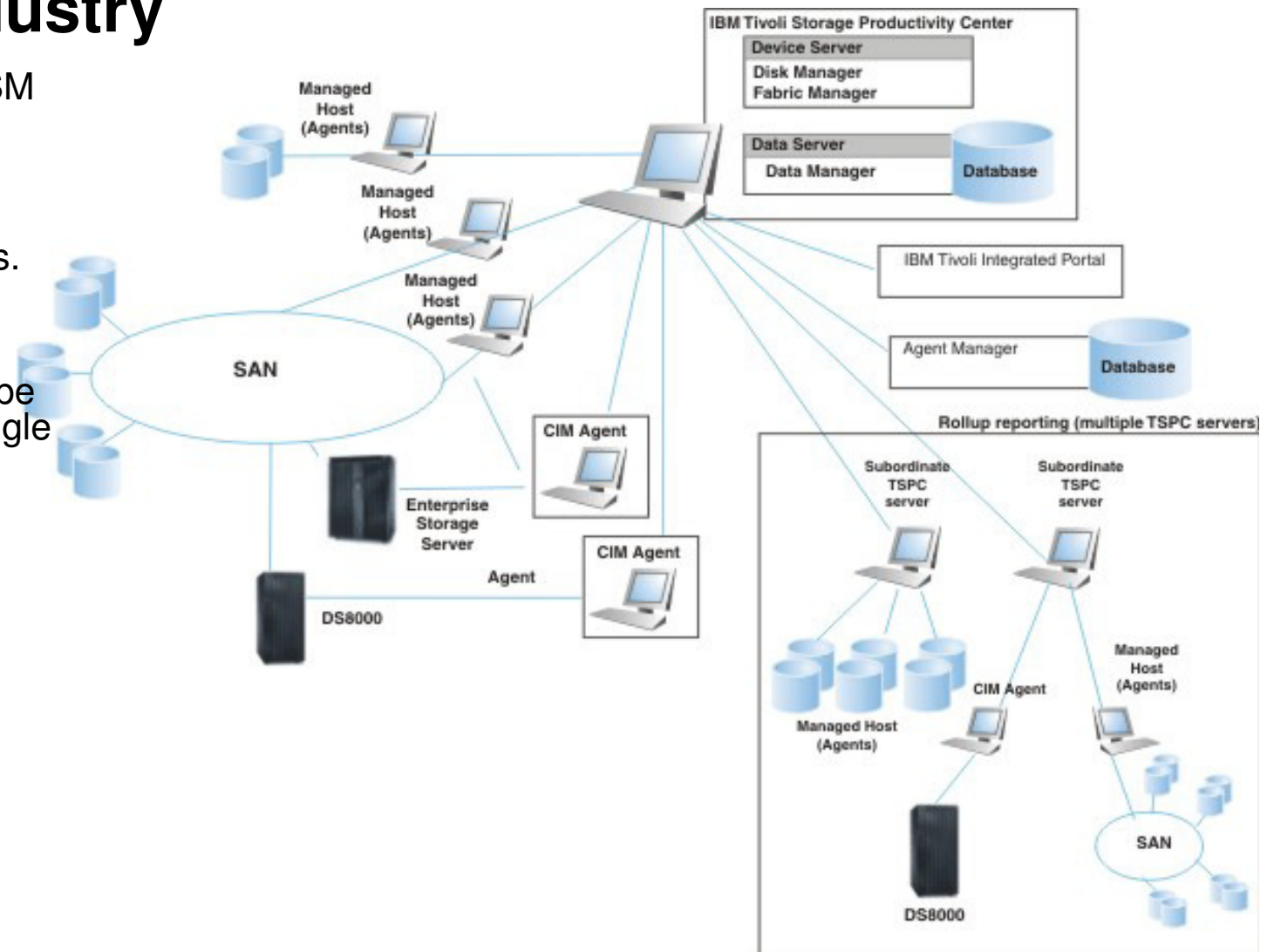# Customer Case Studies – A customer from Banking Industry

Background: Using TSM over 8 years

Year 2001:

- 10 – 20 AIX servers.

- No SAN storage.

- Direct backup to tape using dedicated single tape drives.

Year 2009:

- Near 300 servers running heterogeneous platforms.

Customer Reference: University of Florida
Managing growth cost-effectively

Business challenge:

The University of Florida has a large central IBM® Tivoli® Storage Manager installation that supports a wide variety of organizations across the University's 16 colleges and more than 150 research centers and institutes. As the number of Tivoli Storage Manager servers increased, IT staff sought the ability to conduct extensive querying and analysis of data from its diverse Tivoli Storage Manager installations.

Solution:

Using IBM Tivoli Storage Manager, the University can protect data and maintain business continuity in a cost-effective manner. Through its beta test of Tivoli Storage Manager 6.1 with its existing DB2® installation, IT staff can now efficiently process and repackage information from its storage environment to improve decision making and manageability. With DB2 federated database technologies, data from diverse Tivoli Storage Manager installations can be accessed from a single DB2 instance.

Benefits:

- Improved manageability of diverse resources

- Reduced organizational cost for growth

- Enhanced decision-making and monitoring using previously unavailable or inconvenient criteria

"Using IBM Tivoli Storage Manager 6.1 with DB2 will simplify, unify and centralize monitoring of diverse storage resource to drive down costs and improve decision making."

— *Allen S. Rout, IT Expert, University of Florida*

Solution components:

- IBM® Tivoli® Storage Manager 6.1
- IBM DB2®

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Customer Reference: Industry Canada

Organization Info

- Government agency with a mission to foster a growing, competitive, knowledge-based Canadian economy.

- The Department works with Canadians throughout the economy and in all parts of the country to improve conditions for investment, improve Canada's innovation performance, increase Canada's share of global trade and build a fair, efficient and competitive marketplace.

Challenge

- An extremely heterogeneous environment – almost every type of database, 400 servers and many different storage devices. Running 25,000 backup jobs per month, moving 5 TB of incremental data per day.

Solution

- Industry Canada has been using TSM for almost 13 years, and it is an integral part of their production environment, both to protect data and also to optimize disk usage via its HSM capabilities. Will be upgrading to TSM 6 in the near term.

Why IBM?

Why IBM?

End to End Storage Portfolio

Comprehensive storage hardware including Disk, Tape and Fiber, software including virtualization, data protection and SRM and consulting and outsourcing services

Integrated Portfolio

Integration between TSM, TPC and SVC to manage tiered storage. Integration with Content, Database and Systems Management for business service management.

Market Leader

Over 20,000 TSM customers including 60% of the Fortune 500 use TSM. Leader in Gartner's Magic Quadrant for SAN and Storage Resource Management

Heterogeneity

Broadest coverage in the industry of supported storage devices for Virtualization, Storage Management, and data protection.

Leading, standards-based technology

Early adopter of SMI-S for virtualization and storage resource management software. Leader in the Aperi open source project.

Scale and performance

Tivoli Storage Manager with its relational database and progressive incremental enable unmatched scale and reduced data redundancy

New and progressive process approach

Consulting services, tools and processes to enable business resiliency.

Leading the Way for more than 15 Years

Tivoli Storage Manager has been a leader in helping organizations protect, retain and assure availability of their most important asset
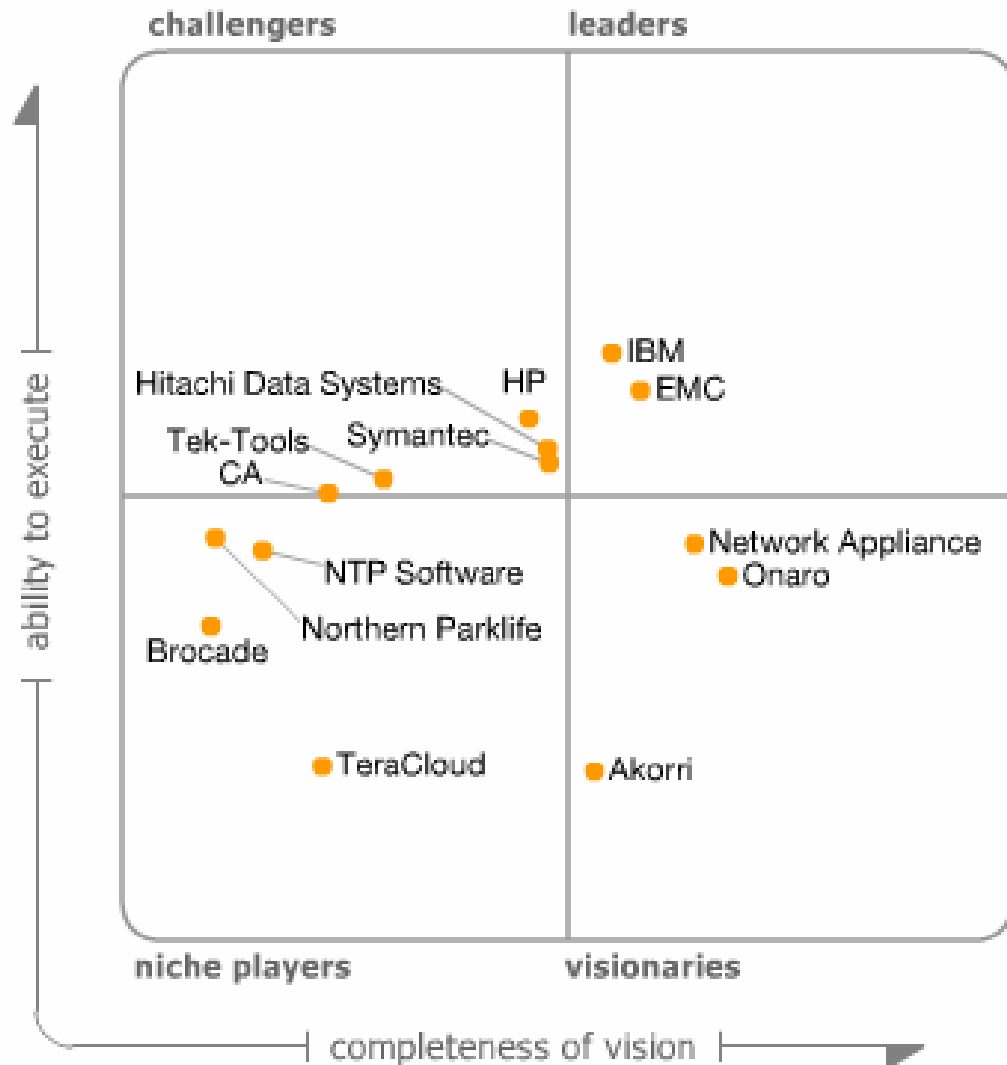
Comprehensive Solution

- Backup / Restore
- Archive / Retrieve
- Continuous Data Protection (CDP)
- Disaster Recovery
- HSM / ILM
- Application Protection
- Database Protection
- Bare Machine Recovery
- Robust Remote Office Recovery

Proof Points

- 1st disk-to-disk backup solution
- 1st to provide support for both disk and tape
- 1st to use hierarchical storage management for offline storage
- 1st to offer a fully incremental approach for backup window management
- 20,000+ loyal customers
- Industry's broadest range of OS and HW platforms *from laptop to mainframe*
- *Emphasizing data reduction since 1993*

Magic Quadrant for Storage Resource Management and SAN Management Software, 2007

Source: Gartner (March 2007)

challengers | leaders

ability to execute

Hitachi Data Systems · HP
Tek-Tools · Symantec
CA

IBM
EMC

NTP Software
Network Appliance
Onaro
Brocade
Northern Parklife

TeraCloud · Akorri

niche players | visionaries

completeness of vision

As of March 2007

Thank You