



**Primary Data
Compression
Revolutionizes
Storage
Economics**



Companies Are Striving To Contain Storage Costs and “Go Green”

Storage today represents a substantial portion of IT spending, resulting in increased pressure to contain storage costs as capacity continues to grow. In addition, as companies develop and implement strategies for environmental sustainability, the cost and consumption of power, cooling, and floorspace is of increasing concern. Enterprises can both reduce costs and more effectively support “Green” initiatives by reducing storage consumption via compression of primary storage.

Primary production storage typically represents the majority of storage spending, making this the largest potential opportunity for companies to reduce costs.

Storwize: No-Overhead Compression for Primary Data

The Storwize STN-6000 is a family of real-time compression appliances for primary Network Attached Storage (NAS). With the Storwize STN-6000 Series, companies can use existing primary storage far more efficiently, increasing available capacity as much as 5X without buying additional disk! The STN-6000 is transparent to users and applications, ensures data integrity, and typically increases system performance.

Substantial Cost Savings and Instant ROI

Primary production storage typically represents the majority of storage spending, making this the largest potential opportunity for companies to reduce costs.

Storwize appliances substantially reduce both CAPEX and OPEX. Deployment of an STN-6000 solution can enable purchases of additional primary storage to be delayed, sometimes for years, thus delivering instant ROI. Corresponding infrastructure or facility enhancements can similarly be deferred.

In addition, operational costs and requirements can also be reduced on an ongoing basis via:

- Shorter backups and faster recoveries, as compression results in less data to back up.
- Less storage required across the data lifecycle, with a reduced footprint for snapshots, backups, Disaster Recovery (DR) copies, and archives.
- Reduction of network traffic for remote backups and DR sites.
- Fewer storage systems to manage.

“Green” Solution Dramatically Reduces Environmental Costs and Impacts

With Storwize, IT organizations effectively extend environmental sustainability initiatives to primary storage. By substantially reducing the amount of physical disk storage required, the Storwize STN-6000 Series reduces power, cooling, and floorspace requirements by as much as 95%.

Storwize is a member of the Green Grid Association, reflecting the company's commitment and contribution to delivering environmentally sustainable solutions.

Simple Plug-and-Play Solution

The Storwize STN-6000 is fully transparent to applications, networks, and storage, so no changes are required to the existing network or storage architecture. A simple plug-and-play, set-and-go appliance, the STN-6000 is typically installed in less than 30 minutes.

The Storwize STN-6000 works with any vendor's arrays, and supports both NFS and CIFS protocols. The STN-6000 is complementary to other solutions and technologies intended to reduce storage consumption, such as de-duplication, virtualization, and thin provisioning.

Storwize Meets and Exceeds the Unique Requirements of Primary Storage

Storage for primary production unlike backup and archival applications has very specific requirements. High availability is typically required, and a compression solution must have negligible impact on storage system performance. The Storwize STN-6000 uniquely meets these requirements for primary production storage.

With these capabilities, Storwize provides companies with unmatched flexibility to realize the benefits of reducing storage consumption via real-time compression.



Innovative Enhancements to Proven Technologies

The core technology of the Storwize STN-6000 Series is based on the long-proven Lempel-Ziv (LZ) lossless data compression algorithms, which have been in use with tape storage for over a decade. Storwize has extended LZ with patent-pending algorithms that allow random access read and write operations at any location in a compressed file, while avoiding the need to decompress the entire file. This unique approach eliminates performance limitations, and makes compression practical for primary storage.

Storwize STN-6000 appliances establish a new standard for data integrity among data reduction systems. The STN-6000 maximizes data integrity via the Storwize DIA Data Integrity Assurance which ensures fault detection and correction, verifies decompression reliability, and provides end-to-end verification throughout the data stream. In addition, Storwize utilizes industry-proven lossless data compression algorithms.

Storwize delivers these powerful capabilities in a high-performance solution which operates at wire speed. While most compression solutions adversely impact performance, STN-6000 appliances typically increase system performance. This ability to increase performance is made possible as compression enables storage systems to read and write less data, which reduces the load on storage system resources such as CPU, memory, and I/O.

STN-6000 Product Line – End-to-End Solutions for All Market Segments

The STN-6000 Series consists of three models, providing optimized solutions across a range of applications and environments. Note that the STN-6000 Series products are available in an optional high availability configuration, providing transparent failover and ensuring data integrity and continuous operation in the event of an appliance failure.

	STN- 6300p	STN- 6500p	STN- 6800p
Memory	8GB	16GB	32GB
Ethernet ports	8	12	12
Market Segment	Entry-Level	Enterprise	High-End



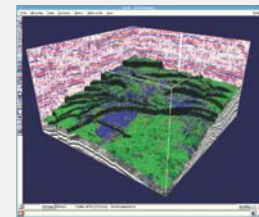
Storwize Customer Successes:



Large International Bank

Applications: Key line-of-business applications; Database and file serving

- Instant reduction of overall data footprint by 65%
- Eliminated need to buy additional storage despite 100% data growth
- Reduced backup window, eliminating the need to add VTL system
- Instant Pay-back on Storwize investment
- Significant savings on power, cooling, and floorspace



Fortune 500 Energy Company

Application: Seismic interpretation and analysis (high-performance computing)

- Saved 60% on storage capacity costs
- Realized improved performance
- Improved DR: Reduced bandwidth costs and improved RPOs

Proven Track Record of Customer Success

The third-generation Storwize STN-6000 series has been proven in deployments around the world, including Fortune 1000 companies in telecomm, finance, oil & gas, manufacturing, and other industries. Storwize appliances are used for any applications where reduction of storage is desired, including database, file serving, high-performance computing and archiving/compliance.

Storwize: The Industry Leader in Data Compression Appliances for Primary Storage

Storwize is the acknowledged industry leader for data compression appliances for primary storage. Storwize provides 24x7 support and a proven track record of delivering reliable solutions and compelling value to customers around the world. Based in San Jose, California, Storwize works closely with technology partners such as Network Appliance, EMC, VMware, IBM, HP, Brocade, Symantec, Oracle, and many others. For more information, visit www.storwize.com.

Technology Partnerships

Industry Recognition



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