

ACCELERATE TAPE ELIMINATION

Are you ready to reduce or eliminate your dependence on physical tape?

Are vendors providing enough products but no comprehensive plan for implementation?

If you're ready to transition your legacy tape infrastructure to virtual tape, appropriate design and planning are critical for success. Many hardware vendors have strong product solutions but their implementation plans don't take into consideration key aspects of your operational environment that can impact your outcome, leaving you with a failed or marginally successful implementation.

GlassHouse's proven Accelerate for Tape Elimination service can ensure your success. Our consultants have deep expertise in backup application, virtual tape library (VTL), and deduplication technologies. Our consultants employ the Accelerate process to fast-track design, deployment planning, and implementation activities to replace or minimize legacy tape architectures supporting backup environments.

Simplify the process. Streamline the Plan. Accelerate ROI.

Accelerate is a four-stage framework consisting of Design, Planning, Implementation, and Knowledge Transfer. The accelerated process – typically only three to five weeks for the Design and Deployment Planning stages – means you realize a significant, quantifiable ROI quickly. Accelerate benefits include:

- Facilitated design and planning sessions for total stakeholder buy-in
- Detailed deployment planning to ensure timely project completion
- Expert deployment teams
- Knowledge transfer that builds long-term confidence in internal teams
- Transition support services, including full documentation of the environment, SOPs and training

Focus on the solution, not the technology

GlassHouse is a vendor-independent, global consulting firm. This means our consultants have no interest in pushing a certain type of technology or brand name into your environment. In fact, while technology is important, our proprietary approach is successful because we first take into account the importance of people and processes. We improve efficiency and reduce cost and risk just by ensuring that the right people on your team are following industry best practices and meeting ITIL standards. When we do evaluate your technology, we suggest only what's best for your specific environment, not what's needed to meet some vendor's quota.



GlassHouse Technologies is a global provider of data center infrastructure consulting services. Focused on data center consolidations, virtualization, security, storage, data protection and managed services, GlassHouse consultants offer a vendor-independent approach to architect, implement and operate IT environments that drive high performance and agility through cloud computing and a service provider model. GlassHouse transforms infrastructures to deliver high value services that align to business needs, enabling cloud computing and accelerated return on investments while mitigating operational inefficiencies and risk. This is provided through Transom, a unique delivery framework comprised of proprietary software tools, methodologies and domain expertise. Visit the GlassHouse blog for expert commentary on key data center issues facing today's enterprises and follow us on twitter at #GlassHouse_Tech.

ACCELERATE TAPE ELIMINATION

Phase	Design	Plan	Deploy	Transition
Activities	<ul style="list-style-type: none"> • Identify critical success factors • Identify potential constraints and risks • Develop and weigh selection criteria • Articulate system requirements • Whiteboard and rationalize “strawman” design options • Develop design alternatives for the new architecture 	<ul style="list-style-type: none"> • Identify potential constraints and risks • Develop Precedence Diagram • Develop comprehensive project plan • Identify Deployment roles and resource requirements • Articulate project policies and procedures 	<ul style="list-style-type: none"> • Execute project plan • Deploy a balanced team • Institute Accelerate best practices • Provide project control • Manage variances to the plan 	<ul style="list-style-type: none"> • Deploy and operate management tools • Institute Best Practices • Institute change control processes • Transition to internal resources • Finalize and deliver documentation
Deliverables	<ul style="list-style-type: none"> • Requirements definition • Design illustrations • Specification for each design alternative • Design alternative recommendations • Bill of Materials for the project cost estimates 	<ul style="list-style-type: none"> • Plan Overview document • Precedence Diagram • Project Schedule • Resource requirements and assignments 	<ul style="list-style-type: none"> • Weekly Status Reports • As-Built Documentation • Standard Operating Procedures • Integrate new technology with existing processes • Disaster recovery and backup documentation 	<ul style="list-style-type: none"> • As-Built Documents • Standard Operating Procedures • Backup and recovery documentation • Administration standards and procedures



Why GlassHouse...

Whether your organization is focused on reducing cost and risk or improving service levels, GlassHouse’s vendor-independent consultants quickly identify the performance, cost effectiveness, and risks of your existing backup environment and offer a quick, efficient and practical path to improvement. Our experts develop remediation plans designed to expand the functionality and capacity of the current environment, to improve the utilization of existing backup assets.