

BACKUP MODERNIZATION

Are you ready to tech-refresh, rationalize expenditures and realize ROI for backup modernization?

Is your backup infrastructure performing up to industry standards?

Need independent guidance to help make technology decisions and define the right reference architecture?

Are you ready to embrace new backup technologies but overwhelmed by the wide array of options?

Moving from a legacy backup infrastructure to new technologies is a challenge. The need to embrace new technology is delayed by vendor hype and countless options. Add this to the daily balancing act of limited time, budget, priorities and knowledge of emerging technologies, and it's no surprise that IT organizations often struggle with modernizing their backup infrastructure.

GlassHouse can offer vendor independent guidance. GlassHouse expert consultants will quickly perform discovery and hold a two-day facilitated strategy workshop with all key-stakeholders involved in your backup infrastructure initiative. We then develop a reference architecture design in relation to both requirements and operational practices, outlining pros/cons of each alternative and a final recommendation with supporting rationale. Using proven design validation and consensus building techniques, we help our client reach a final architecture and technology decision.

Sound decisions for new technology

With a vendor independent eye, GlassHouse consultants will create a reference architecture, help our client rationalize technology decisions and build an ROI estimate for the technology of choice. We deliver a clear recommendation and practical next steps.

GlassHouse backup and recovery experts work with your team to:

- Gather information through discovery interviews
- Evaluate design and technology alternatives
- Create reference architecture design
- Perform sizing, performance and ROI analysis
- Deliver the final presentation and key recommendations

The benefits of working with GlassHouse include:

- Success through GlassHouse facilitated sessions establishing stakeholders' buy-in
- Reduced time to deploy backup software, VTL, & deduplication technologies
- Industry leading expertise on backup software, VTL, and Deduplication Technologies
- Deep field experience redesigning and optimizing backup implementations
- Guaranteed measurable ROI
- Proprietary deduplication, sizing and ROI modeling tools

Our expert consultants assess your environment and provide deliverables in a streamlined timeframe. The following timeline illustrates a sample timeline for a Backup Modernization project.



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.

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Days	Activities
1-5	Project Initiation, Discovery Interview, Data Collection
6-7	Design Alternatives Facilitated Workshops
8-14	Reference Architecture, Sizing, Performance and ROI Analysis
15	Final Presentation

GlassHouse provides clients clear and actionable recommendations to modernize your backup environment.

Backup Modernization Deliverables

- Reference Architecture Presentation
 - Project Profiling Summary, including Project Objectives, Assumptions, Risks/Constraints, and Critical Success Factors
 - Design Alternatives, with pros/cons for each
 - Design Recommendation with supporting rationale
 - Order of Magnitude Cost Benefit Analysis Summary table for consolidation (hardware, software, labor estimates in man-weeks vs. cost/risk benefit summaries)
 - High Level Plan for Deployment
- Optional deliverables include Proof of Concept Plan and Documentation and Formal Business Case



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.