



## What Storage Managers Are Buying

### Storage Magazine Fall 2007 Purchasing Intentions Survey

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Rich Castagna  
 Editorial Director  
 Storage Media Group  
 TechTarget

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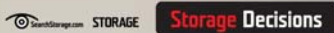
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## About the survey...

- Email surveys conducted in **August 2007**
- Respondents had specific **purchasing authority**
- Targeted **four areas**: disk, network, backup & DR, storage management software
- Average company size: **\$1.9 billion** annual revenue (small = <\$100M, midsized = \$100M - \$1B, large = >\$1B)
- Results based on **660** qualified respondents
- All industries represented, topped by Financial (13%), Government (12%) and Manufacturing (11%)

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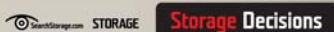
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## Key findings...

- Spending still up—budgets rising at a rate of about **5%**
- Slightly more disk capacity expected to be added this year, but less than last year
- Drives for existing subsystems biggest chunk of disk spend—FC arrays down
- Confidence in iSCSI rising—deployment, not so much
- Tape buying dips
- Increased interest in newer techs

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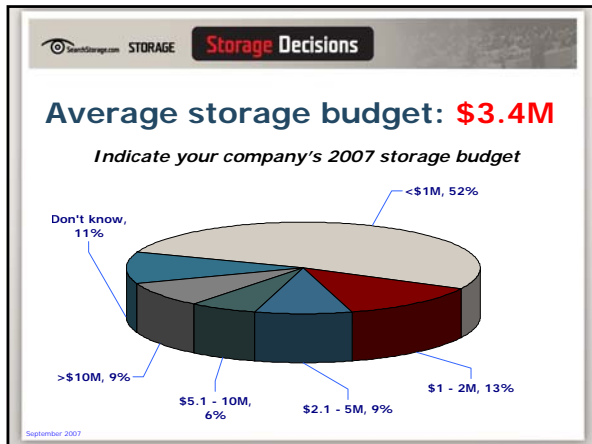
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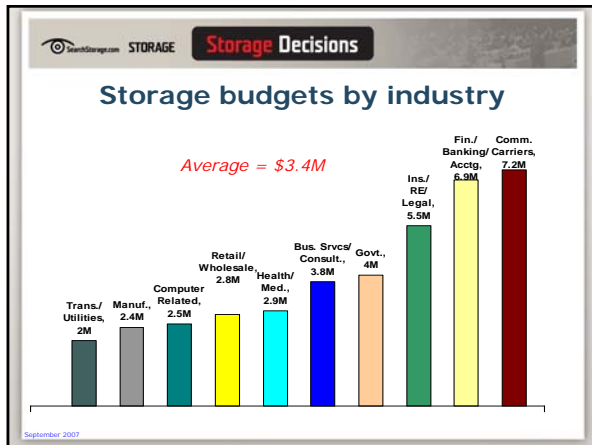
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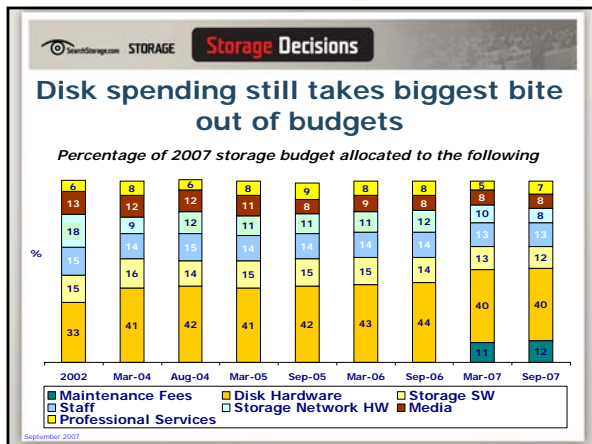
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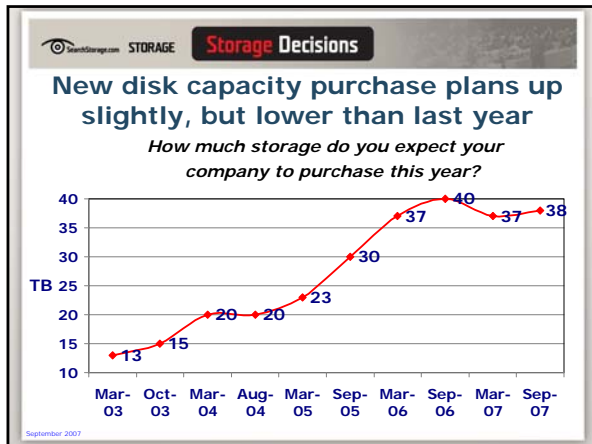
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- © iventStorage.com STORAGE **Storage Decisions**
- ### How much storage are you adding in 2007?
1. None, we bought it all last year
  2. < 10TB
  3. 10TB to 50TB
  4. > 50TB
  5. > 100TB

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© iventStorage.com STORAGE **Storage Decisions**

### Disk subsystems

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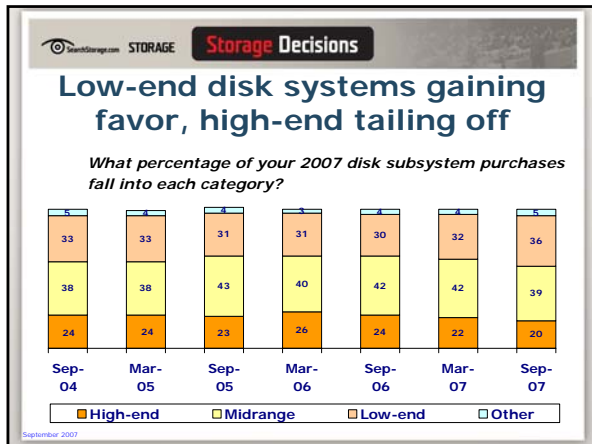
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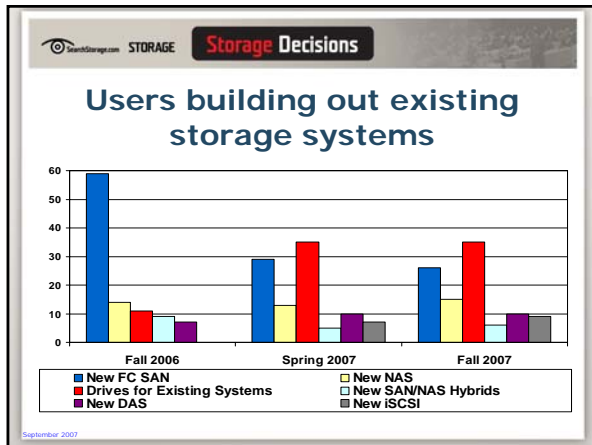
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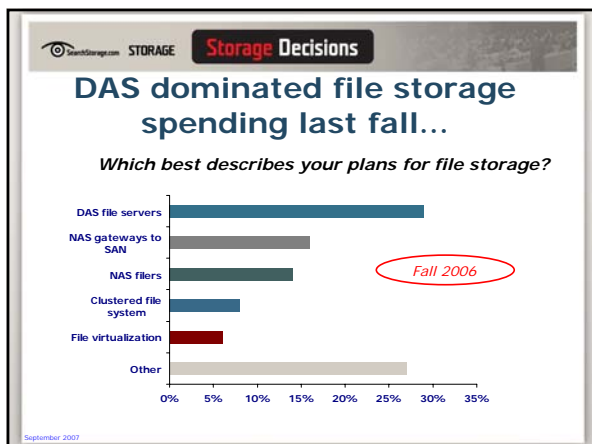
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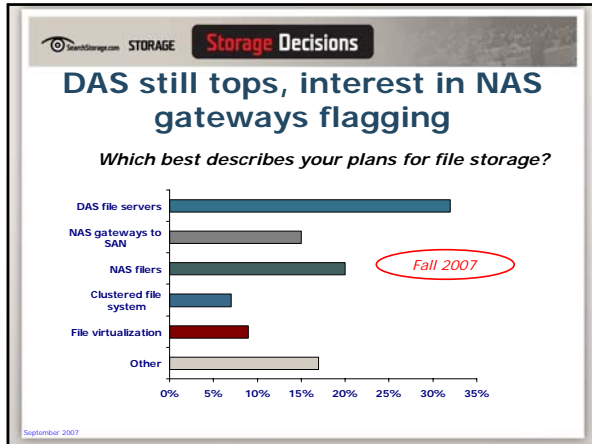
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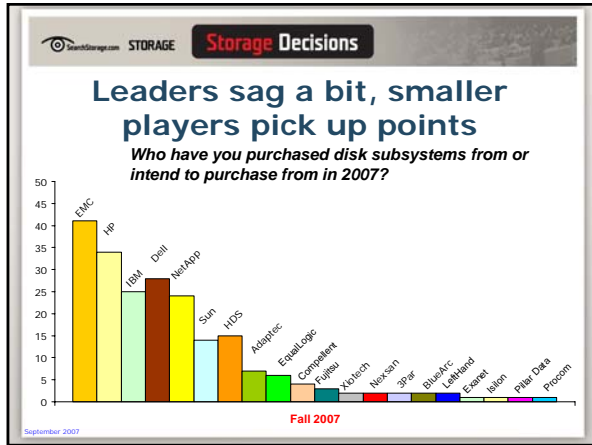
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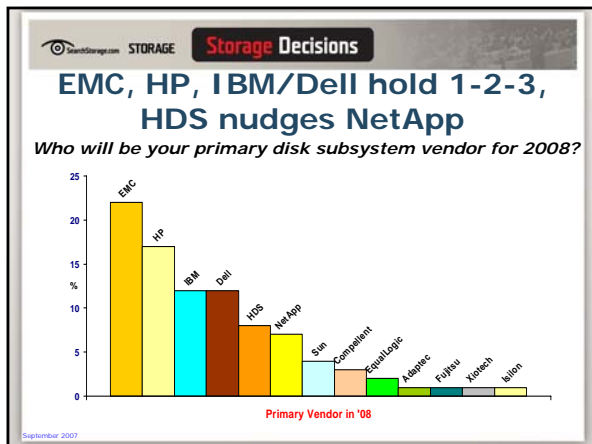
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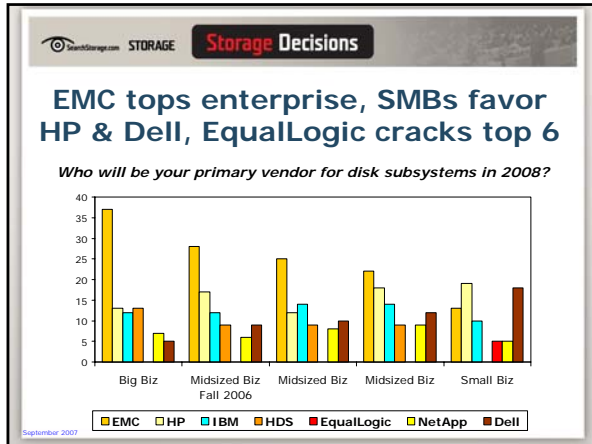
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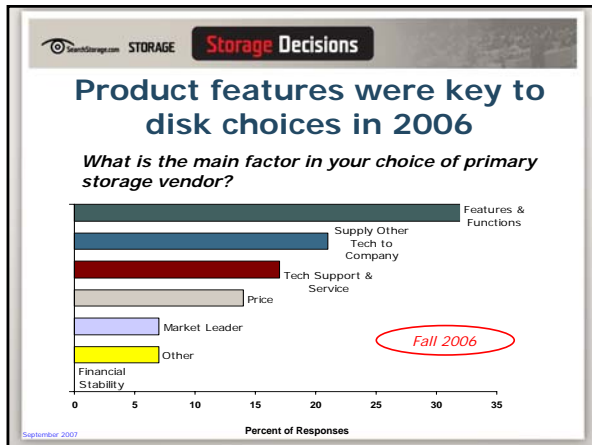
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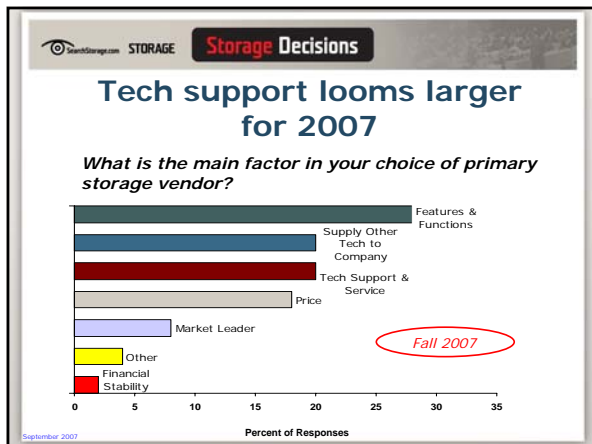
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STORAGE **Storage Decisions**

## Storage networking

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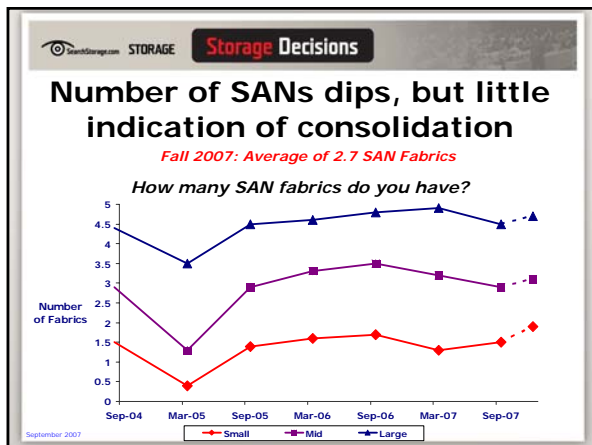
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STORAGE **Storage Decisions**

### Directors big in enterprises, SMBs opt for islands of switches

- Nearly 47% of large companies have director-based networks
- Midsized companies looking to shift to directors from islands of small switches
- Smaller businesses more interested in consolidating to core/edge

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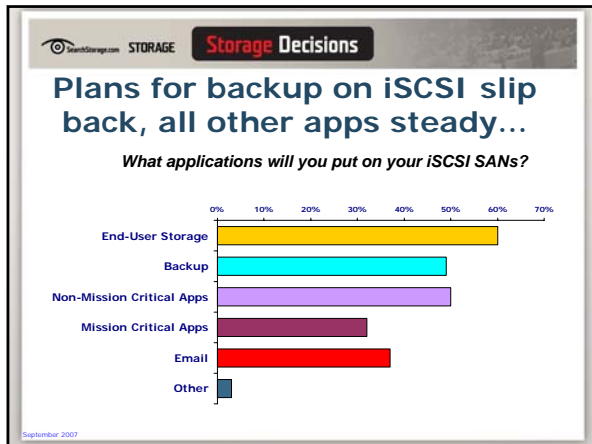
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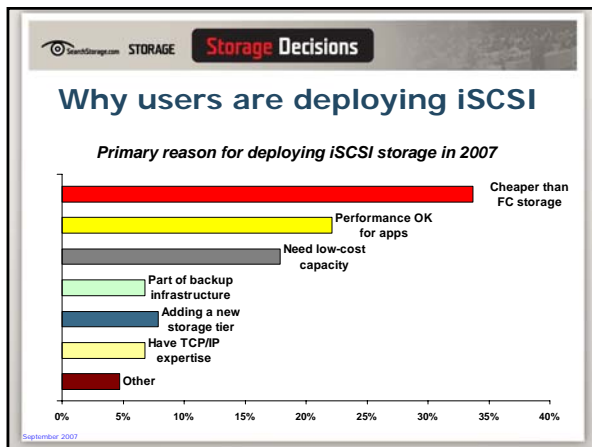
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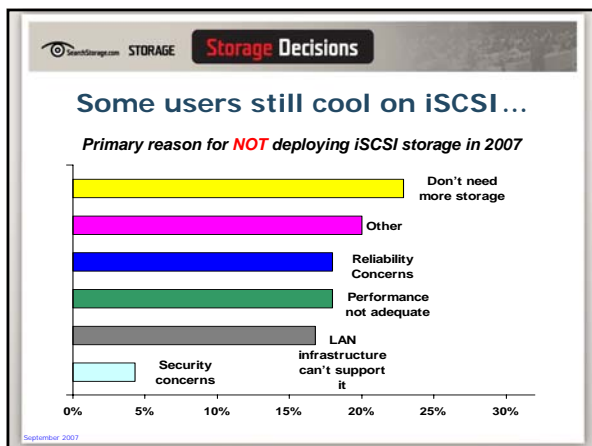
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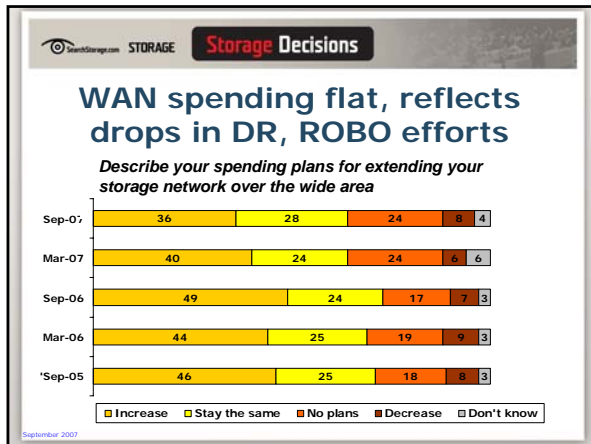
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- STORAGE **Storage Decisions**
- ## Drop in wide area network spending is across the board
- 36% will increase wide area spending (down from 49% a year ago)
  - 48% say DR is driving wide area purchases (down from 67% a year ago)
  - 23% will connect data centers (down from 40% last fall)
  - 23% will buy more or faster long-distance communications lines (down from 45%)
  - Slight rise for WAFS (18%), WAN accelerators (22%)
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## Backup and disaster recovery

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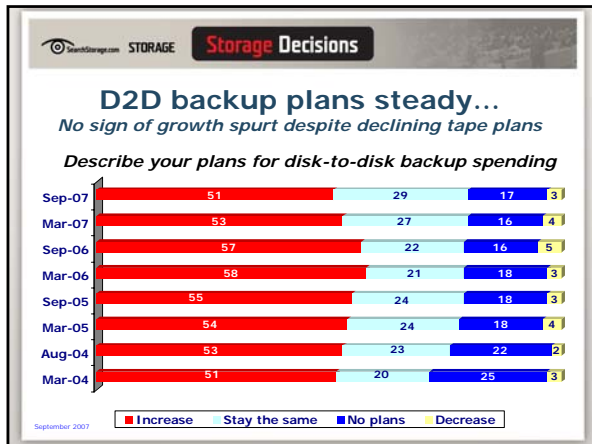
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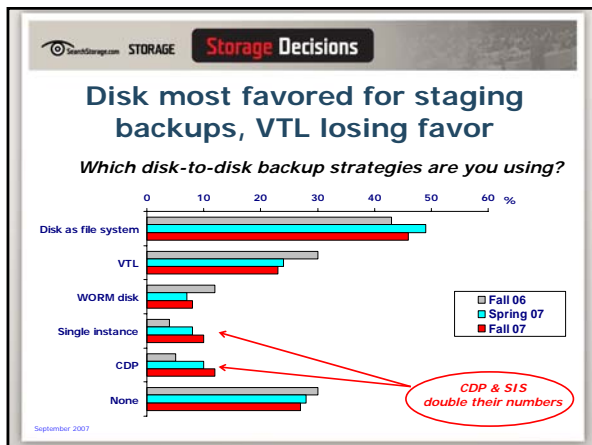
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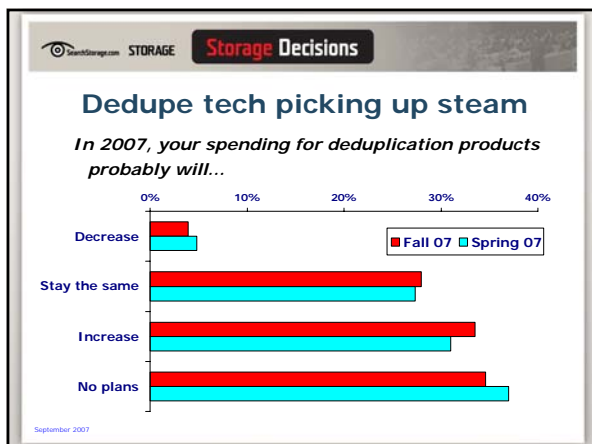
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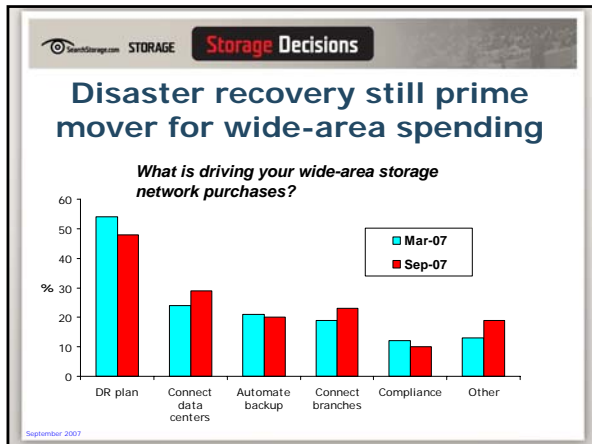
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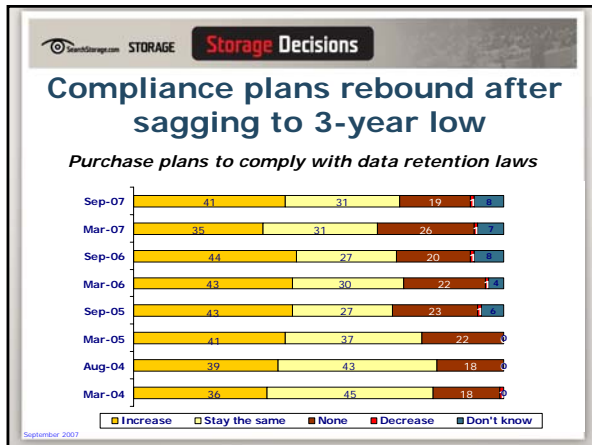
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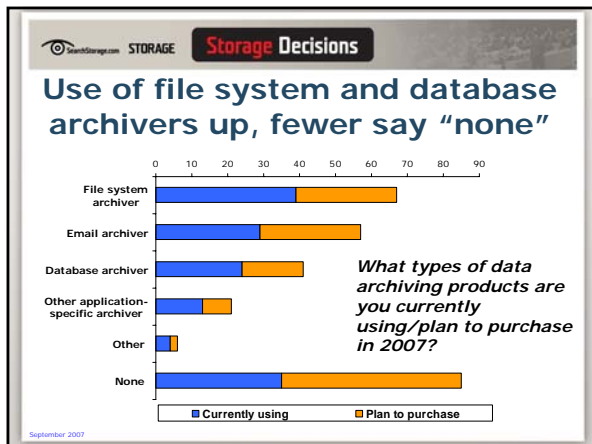
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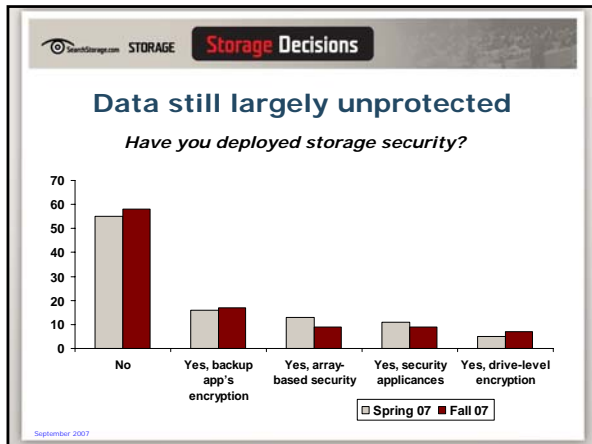
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- Are you securing your data?**
1. Encrypt all tapes
  2. Encrypt tapes for select apps
  3. Plan to add encryption this year
  4. Don't encrypt anything (but we pray a lot)

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**Storage management software**

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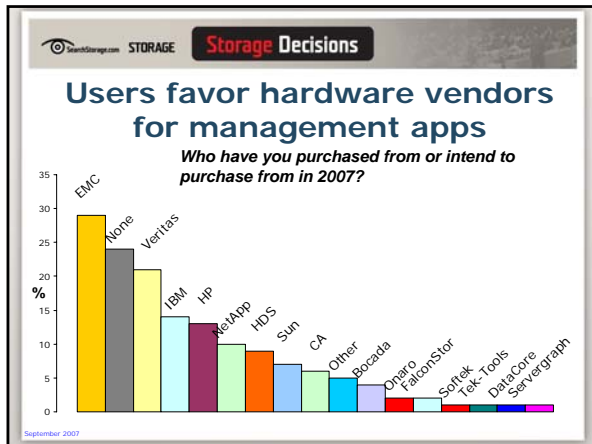
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STORAGE **Storage Decisions**

### Features, current vendors and SMI-S key to purchase decisions

- 30% say features/functions most important for choosing management software vendor
- 13% turn to their hardware vendor; 18% favor current software vendors
- 52% say SMI-S compliance is very or somewhat important—up from last fall's 44%
- What the heck is SMI-S? 35% still not sure
- 25% say EMC will be prime vendor in 2008, 16% give Symantec the nod

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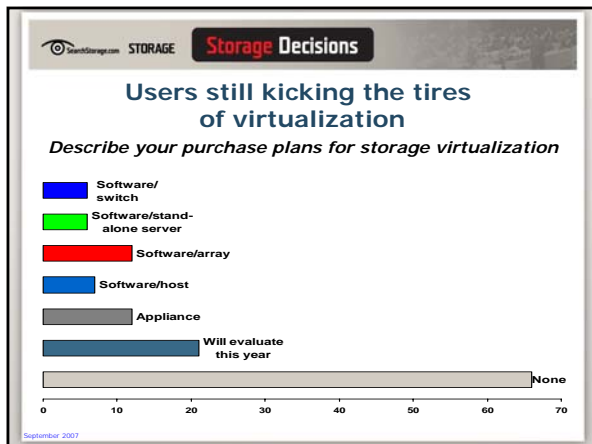
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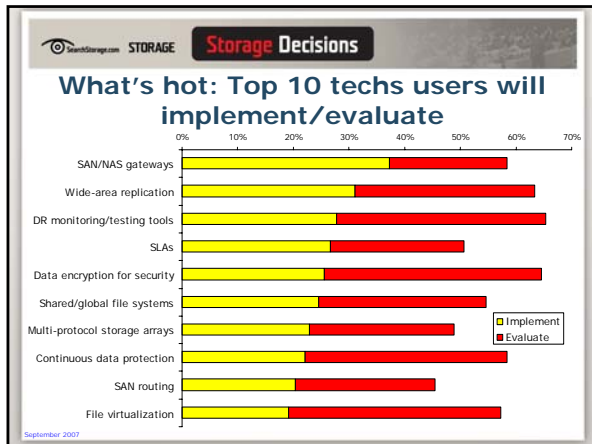
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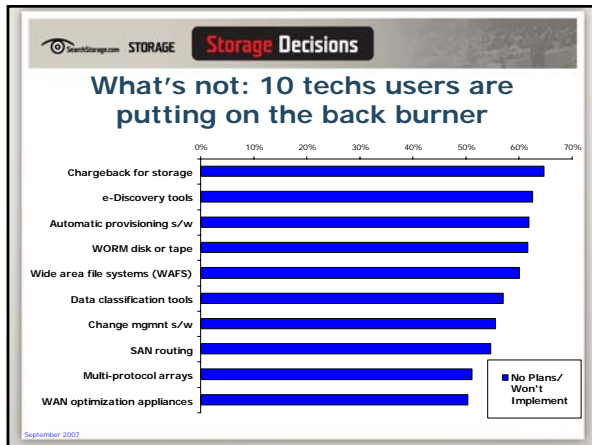
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**Closing thoughts...**

- After big spends in 2006, budgets are lower this year
- Big capacity buildup over last few years seems to be slowing
- More attention turning to newer data management apps
- iSCSI overcoming reliability, performance hurdles, but still slow adoption
- Disk-based backup still strong; tape might be losing some steam
- Storage management software still getting a lukewarm response

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Thank you

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