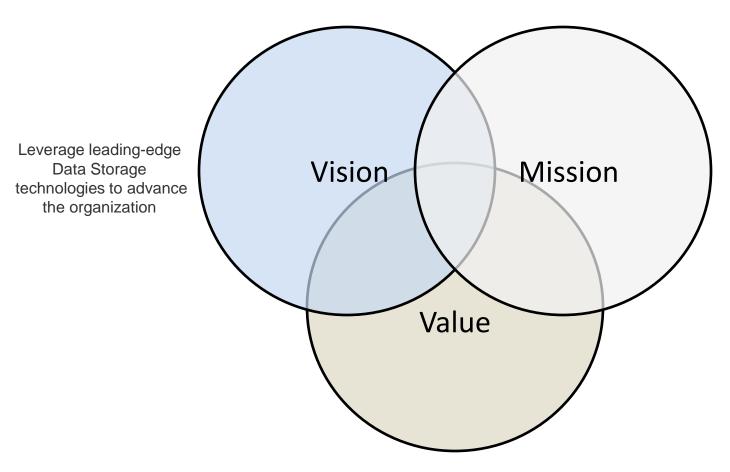


## Data Storage Acquisition Assessment Strategy Map



Acquire exceptional Data Storage technology solutions and services to support the business

Data Storage technology Innovation, flexibility, creative solutions, continuous improvement and new opportunities

## Data Storage Acquisition Assessment Strategy Map OPEX / CAPEX **BPM** Acquisitions Revenue Growth **CVP** Run, Grow, Purchase CBA **BPR** Mergers B2C, B2B Transform Market Share Lease **Financial** TCO **OCM** Consolidation **New Markets** C2C, C2B **PAYG** the Business ROI BCI Amalgamation Requirements Procurement Classification Risk **SLAs** References **Services** Scope BIA Availability Backup / Recovery RFI Data **Analysts** Customer Budget **RFP Applications** MTD Perf. / Cap. Consultants Copy Schedule **RFQ** Users WRT Recovery **Forums** Management Automation DPS **Facilities** Risk Mgmt. Governance Migration Deployment Internal CDM Operations Compliance Orchestration Security Mgmt. Interoperability Private Scalability BRS Maintenance Config. Mgmt. **Processes** Regulations Integration Public **ADS** DevOps / DataOps Standards Extensibility Service Mgmt. Compatibility Hvbrid Learning **Skills Vendors** Personnel Organization Models **Associations** Knowledge **Best Practices** Ranking **Policies** COBIT / TOGAF **TSIA** Assessment **Training** and **SCP Use Cases** Development Rating **Processes** ITIL / ITSM LMS Growth SME **SNIA** Resources Accreditation **Procedures CMMI KMS** DAS SAN CI HCI HDD / SSD Backup Architecture Fabric **Topologies** NAS CAS HSI SDS Clustered Hybrid Recovery Bare Metal **Protocols Technology Block** File Composable **RAID** Replication Virtualization Distributed Connectivity Unified Object **Erasure Codes** Management Container Disaggregated Federated **Process** Market **Business** Operational Advanced Leading-Edge Modernization Competences Excellence Services Technology Leadership Themes -Dec-16 © IP of StorageAdvisor.IO

## Data Storage Acquisition Assessment Strategy Map - Legend

**ADS – Archive & Deprecation Services** 

**B2B** – Business to Business

**B2C - Business to Client** 

**BC – Business Continuous** 

**BIA – Business Impact Analysis** 

**BCI – Business Continuous Improvement** 

**BPM – Business Process Management** 

**BPR – Business Process Reengineering** 

**BRS – Backup & Recovery Services** 

**C2B – Customer to Business** 

**C2C – Customer to Customer** 

**CAS – Content Addressable Storage** 

**CBA – Cost Benefit Analysis** 

**CDM – Copy Data Management** 

**CI – Converged Infrastructure** 

**CMMI - Capability Maturity Model Integration** 

**COBIT - Control Objectives for Information and** 

**Related Technologies** 

**CPAEX - Capital Expenditure** 

**CVP - Customer Value Proposition** 

**DAS – Direct Attached Storage** 

**DPS – Data Protection Services** 

**HCI** -Hyper Converged Infrastructure

**HDD - Hard Disk Drive** 

**HSI** – Hyperscale Infrastructure

**ITIL - Information Technology Infrastructure** 

Library

**ITSM - IT Service Management** 

**KMS – Knowledge Management System** 

**LMS – Learning Management System** 

MTD - Maximum Tolerable Downtown

**NAS - Network Attached Storage** 

**OCM - Organizational Change Management** 

**OEM – Other Equipment Manufacture** 

**OPEX - Operational Expenditure** 

PAYG - Pay As You Go

**RAID - Redundant Array of Independent Disks** 

RAS - Reliability, Availability, Serviceability

**RFI - Request for Information** 

**RFP - Request for Proposal** 

**RFQ – Request for Quotation** 

**ROI – Return on Investment** 

**RPO – Recovery Point Objective** 

**RTA - Recovery Time Actual** 

**RTO – Recovery time Objective** 

SAN - Storage Attached Network

SDS – Software Defined Infrastructure

**SCP -Service Capability & Performance (SCP)** 

**Standards** 

**SLA – Service Level Agreement** 

**SLO - Service Level Objectives** 

**SME – Subject Matter Expert** 

**SNIA - Storage Networking Industry Association** 

**SOW - Statement of Work** 

SSD - Solid State Drive (Flash)

STaaS – Storage as a Service

**TCO – Total Cost of Ownership** 

**TOGAF - The Open Group Architecture** 

**Framework** 

**TSIA** - **Technology Services Industry Association** 

WRT – Work Recovery Time



## Summary

Why the need for a Data Storage Strategy?

- ☐ Pathway analysis from the As-Is to the To-Be DS business requirements
- ☐ Objective DS vendor analysis and evaluation
- ☐ ROI economic analysis on "best-of-breed" DS technology solutions
- ☐ DS strategic planning to tactical execution
- ☐ Procuring a scalable and extensible DS solution supporting future business growth