

Empowering Technology Decision Makers With a Detailed View of Their Storage Infrastructure

In today's data driven world, knowledge is still power, and a Storage Infrastructure Assessment from Ingram Micro provides technology leaders powerful visibility into the state of their storage environment. The role of storage continues to play one of the most critical aspects of both technology and business decisions. Assist your clients with an unbiased and detailed view into their most critical assets. Our Storage Infrastructure Assessment is a SaaS-based, agentless, OEM-neutral service that will highlight risks in their storage environment, identify where it is over- or under-utilized and provide a detailed host-switch-array mapping.

Service Overview

The Storage Infrastructure Assessment allows IT staff to realize the full potential of their storage infrastructure by peering into their own data and breaking this information into key areas of interest. Focusing on component utilization, connectivity and risk in the storage network, customers can attain a higher level of availability, increased cost savings and the ability to proactively grow and maintain their environments.

The assessment is an agent-less way of collecting data from the components in the datacenter and correlating the information into a comprehensible analysis focused on risk aversion, data flow mapping and utilization. In a matter of a few days, the assessment can help IT organization assess their current state then develop an action plan to address potential problem areas.

Deliverables

- Risk Analysis Report

Provides an analysis of the current storage environment and compares that to 11 areas of industry best practices. Using a point system to assess risk, the output will represent areas of potential risk.

- Data Mapping Report

Maps the data flow from the server to the storage down to the LUN level. Connecting the points, the data map will represent complete visibility to the IT infrastructure and streamline operational efforts like troubleshooting and management.

- Utilization Study

Gives a detailed breakdown of switch and storage utilizations. Utilization views analyze the available/allocated space of the storage. Also reports on orphaned storage (storage that is allocated but not used by a host), which can be re-allocated to systems that need more.

Reseller Benefits

- Build "trusted advisor" relationship with client by providing an unbiased, detailed view of their storage infrastructure
- Grow your business and drive higher margins by providing clients with a broader range of services
- Identify opportunities for storage upgrades and maintenance
- Leverage the expertise of vetted and approved partners and providers

INGRAM MICRO PROFESSIONAL & TRAINING SERVICES

(800) 456-8000, ext. 76094
proservices@ingrammicro.com

Learn more:

www.ingrammicro.com/ptsplaybook

Order services:

www.ingrammicrolink.com

Market Opportunity

- Fast growing storage data volumes is expected to be a major driver for increasing demand for storage solutions. The global storage software market to grow from \$15.11 billion in 2014 to \$23.33 billion by 2019, at a CAGR of 9.1%.

[Markets and Markets Software Storage Report](#)

- Storage trends, and their ramifications, are driving the storage sector towards what many observers believe to be a 'tipping point' that we'll see playing out over the next few years. [ZDNET Enterprise Storage: Trends and Predictions](#)
- Datacenters are undergoing a major transition to meet higher performance, scalability, and resiliency requirements with fewer resources, smaller footprints, and simplified designs. These rigorous requirements, coupled with major datacenter trends such as virtualization, datacenter consolidation, and data growth, are putting a tremendous amount of strain on the existing infrastructure and adding complexity.

[IDC New Workloads Demand Flexible Approach to Storage Networking](#)

Customer Benefits

- Provides a proactive analysis to **avoid future outages** and to **assess risks against industry norms**.
- Ability to **obtain a complete inventory of storage components within the infrastructure** including counts of elements, firmware validation and size/condition of the equipment.
- **Simplifies the migration to Cloud Services**.
- **Directly impact CapEx** by extending the useful life of components beyond depreciation.
- **Allow for greater control of OpEx** through implementation of best practices.

Professional & Training Services



While our reseller partners have traditionally known Ingram Micro for our Procurement & Logistics capabilities, Ingram Micro Professional & Training Services enables our partners to effectively deliver value to their clients throughout the entire technology lifecycle. We offer opportunities for solution providers to evaluate, discover, deploy, service and support new solutions as part of your team or as an independent partner.