sgi®

SGI® InfiniteStorage Resource Manager Sales Brief

IT Audience

CIO, CSO, IT Director
- Budget authority, manages multiple admin teams (storage, system, application, messaging)
- Driven by executive level issues around solving business problems
- Concerned about critical success factors of growth, competitiveness, customer satisfaction

Application/Messaging Director, Planning Manager, LOB Manager, Senior Architect
- Manages the planning and recommendations for new storage technologies like SAN and NAS
- Confronted with storage capacity and consumption; IT knowledge & skills retention

Administrators (Storage, System, Application, Exchange/Messaging)
- Influences buying decision, ultimate end-user
- Manages rapid growth of storage usage, implements new storage technologies
- Responsible for application/database availability, troubleshooting performance problems

Target Environment

The best prospects for SGI® InfiniteStorage Resource Manager are customers who have CXFS™ clustered version of XFS® filesystem or SANs installed or are migrating to a SAN. It's simple to determine who needs SGI InfiniteStorage Resource Manager since without its integration, management and control capabilities, CXFS and SAN operations are far more costly and difficult than they should be. In short, if your customer is networking storage, they need SGI InfiniteStorage Resource Manager. Also enterprises that have Oracle® database and/or Microsoft® Exchange Server on networked storage are prime candidates for SGI InfiniteStorage Resource Manager as without it they cannot easily manage storage-related performance and capacity for these critical business applications.

Target IT Projects

1. Deployment of or SAN - Example: Bringing a new SAN deployment to production
2. Upgrade or additions of new hardware to an existing SAN
3. SANs with legacy and/or proprietary SAN management systems in use
4. Deployment of CXFS on a SAN - Example: Deploying Multi OS CXFS clients
5. Adding additional NAS servers to a CXFS SAN - Example: Adding 100 LINUX® NFS clients
6. Upgrading hardware or firmware or Application on a SAN - Example: Upgrading Oracle

Target SAN Customer Problems

1. Customer wants to reduce time and effort to document and provision on SAN
2. Customer is using many different point tools to manage a growing SAN
3. Customer needs to diagnose and correct slow application response times
4. Customer needs to reduce time it takes to diagnose and repair availability failures
5. Customer needs to justify application investments and properly assign costs

Elevator Pitch

AppIQ and SGI co-developed the SGI® standards-based software that simplifies the management of complex storage environments. Unlike proprietary, point solutions, AppIQ is the only standards-based management vendor that provides integrated storage management and true application integration.

SGI InfiniteStorage Resource Manager is an easy to deploy, web-based solution that:
1. Improves storage asset utilization
2. Enables administration of greater amounts of storage, and;
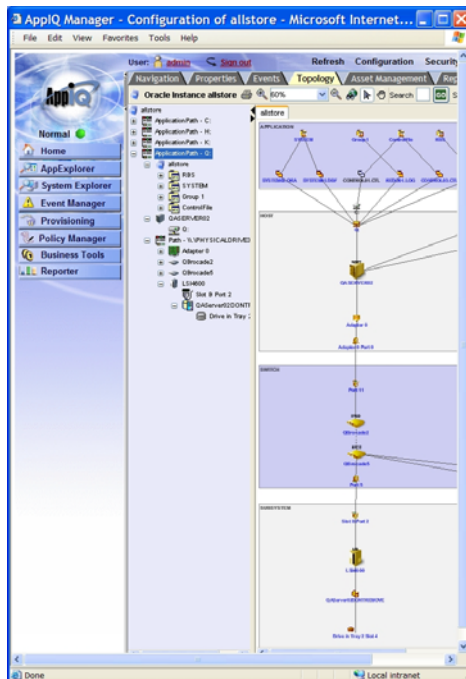3. Significantly improves the availability of storage applications

Discovery Questions

1. Are you planning a SAN or CXFS deployment?
2. Are you planning a data migration project?
3. Any plans to do a server consolidation?
4. Are you frequently making changes to your SAN infrastructure?
5. Do you charge your users/business units for storage consumption? Would you like to?
6. How valuable would it be if each person could mange more capacity efficiently?
7. Are multiple tools required to manage your heterogeneous storage environment?
8. How do you keep track of every device and connection in your infrastructure (spreadsheets/Visio)? What are the challenges keeping those documents up to date?
9. How do you know what you have? What would it be worth to your operation to know in real time?
10. Are you able to isolate and fix storage-related performance issues?
11. What is the impact of a lost SAN switch or network connection on your applications/users?
12. Does your storage administrator know the implications of planned storage downtime maintenance on applications/users?
13. Do you know your Oracle and/or Exchange utilization all the way from the application down to the subsystem?
14. Are you able to isolate and fix SAN and storage-related performance issues?
15. Can you automatically discover and manage your Filesystem-to-disk topology?

What is SGI InfiniteStorage Resource Manager?

SGI InfiniteStorage Resource Manager is a standards-based solution to simplify the management of complex storage environments for IT professionals in enterprises of all sizes. Reduced complexity is achieved by managing the infrastructure as a system, integrating applications and implementing open industry standards. The result is an easy to deploy and simple-to-use solution that provides more efficient use of existing assets, increased application availability and quicker deployment of storage infrastructure and business applications.

This screen shot illustrates the power of SGI InfiniteStorage Resource Manager. In this case, the user has chosen to view an Oracle database and entire storage path, through the host, switches and subsystems directly to the disks containing that folder. No other standards-based storage management platform is able to both deliver this level of detailed information and control of SANs.

- ◀ Application Visualization
- ◀ Performance
- ◀ Capacity
- ◀ Reporting
- ◀ Asset/Chargeback Mat.
- ◀ HBA Management
- ◀ SAN Management
- ◀ Provisioning
- ◀ Device Management

▲ Common Information Base ▼

Features and Benefits

Features	Benefits
Environment to component topology visualization	Speeds troubleshooting and improves availability through automatic discovery and topological rendering of the individual data path elements from the application to the storage subsystem
Storage and switch provisioning	Reduces manual processes and risk of downtime due to free-space outages with multi-level storage provisioning
Real-time performance and capacity utilization monitoring	Gives you the capability to look at your infrastructure performance in real time, all the way from an application down to the storage sub-system
In-depth reporting of the filesystem, switch and storage	Gives businesses the confidence that their file storage infrastructure is being properly utilized and performing well
Dependency management	Understand the implications of planned downtime on an application or quickly identify affected resources/applications in the event of a pending disaster or power outage
Global centralized management console	Lowers cost of acquiring and managing a heterogeneous storage environment using multiple disparate, point solutions
Standards-based (SMI-S/CIM) management platform	Protects customer flexibility and investments with a standards-based interface for managing heterogeneous storage environments