

Real Cost Savings With ONStor NAS Gateway Solutions

File storage is growing explosively, and today's NAS solutions are simply not keeping pace. Key shortcomings include inadequate scalability and poor flexibility, leading to the proliferation of NAS islands that are costly to manage and inefficient to back-up and restore. What's needed is a solution with the flexibility and scalability to accommodate changing business requirements, and the interoperability to leverage existing storage resources.

ONStor NAS Gateways offer a new solution. They cost effectively consolidate enterprise-wide mission critical file-based data on a multi-vendor SAN. To clients on the LAN, a NAS Gateway appears similar to a conventional NAS device: Windows, Linux and UNIX clients and servers connect via the existing Ethernet to access files and volumes. To IT managers, the NAS Gateway also resembles a conventional NAS device, with powerful administration tools that deliver quick installation, superior manageability, and overall ease-of-use. But unlike a conventional NAS device, an ONStor NAS Gateway does not include any captive storage. All data is stored on multi-vendor SAN storage. Your existing SAN becomes a highly scalable pool for file storage consolidation.

This innovative solution offers these significant management and capital cost savings opportunities:

Management Cost Savings

Storage management expenses are high – as much as 80% of the total cost of ownership. ONStor NAS Gateways dramatically cut management expense by simplifying the storage environment and automating routine processes.

1) Eliminate the Backup Window

- ONStor NAS Gateways streamline your backup process in two ways:
 - Backup anytime: ONStor NAS Gateways deliver full performance at all times. With disk-based backup and dedicated data movers, NAS Gateways deliver continuous high-speed file serving throughput, even during backup.
 - Backup more quickly: NAS Gateways boost speed and reliability with disk-to-disk backup. Backup is simpler, too, since the job is consolidated to small number of NAS Gateways, rather than large number of NAS devices or file servers.

2) Restore Instantly

- ONStor NAS Gateways eliminate restore time with immediate access from disk. Ongoing processes can even be run directly from the secondary array, if needed.

3) Consolidate the Storage Infrastructure

- ONStor NAS Gateways end NAS proliferation: Eliminate storage islands by consolidating file services into a single scalable pool.
- Consolidate data management: Snapshot, replication, backup in single environment.

4) Automate Storage Provisioning

- ONStor NAS Gateways automate volume management: The AutoGrow feature automates provisioning and allows storage to be added as needed. This eliminates manual provisioning while ensuring that users and apps do not run out of capacity.

Management Cost Savings Summary

- Lower manpower costs: Simplified management, consolidated backup and restore process. Fewer nights-and-weekend tasks.
- Higher IT staff productivity: Less time spent on routine management tasks.
- Enhanced user productivity: Full file serving performance at all times (even during backups), faster data restore, less system downtime.

Capital Cost Savings

ONStor NAS Gateways consolidate data on open SAN storage. As the *only* file solutions vendor that does not sell disk, ONStor is fully committed to multi-vendor storage. This fundamentally different approach yields cost savings in four ways:

1) Leverage Existing Assets

- ONStor NAS Gateways allow you to re-purpose your existing SAN infrastructure to accommodate both file and block-level data. The benefits are immense: all existing storage, switches, backup devices, management software, and physical plant can now be deployed across a broad range of enterprise data.

2) Reduce Software Costs

- ONStor NAS Gateways consolidate file storage under a small number of NAS Gateways, rather than a large number of NAS devices and servers.
 - Reduced requirement for backup, management, and device monitoring software licenses.
 - Use the software you have. Most common management applications, from array management to backup to device monitoring, continue to be fully useful in the NAS Gateway environment.

3) Buy Only What You Need, When You Need It

- ONStor NAS Gateways let you buy only the capacity and performance you need.
 - Pooled storage lets you add capacity to any volumes as needed. No over-provisioning.
 - Scale performance simply by adding NAS Gateways. No more data migration and no user disruption! You address “hot spots” of demand *transparently* with the NAS Gateway’s load balancing capability.

4) Eliminate Vendor Lock-in

- Never pay too much for storage again. True multi-vendor support means you always benefit from market pricing.
- Take full advantage of new solutions (such as SATA arrays) as they come to market.

Capital Cost Savings Summary

- Leverage your existing SAN: Improve utilization of existing equipment; less new capital investment required.
- Buy fewer software licenses: Infrastructure consolidation simplifies overall management.
- Eliminate over-provisioning of capacity or performance: Delay capital investment until needed. Expand seamlessly when required.
- Pay less for storage: Multi-vendor sourcing options for significantly reduced overall cost.

Do More With Less

ONStor NAS Gateways address the growing cost of storage in ways that conventional NAS devices cannot. They let you better employ the resources you already have, leveraging investment and minimizing complexity. They minimize workload by streamlining data protection and storage management tasks. And they provide far more flexibility for future storage acquisitions, giving you more buying options. ONStor NAS Gateways are designed for one task: consolidating enterprise-wide file services on multi-vendor SANs. This single-minded focus yields benefits that save you money, both now and in the future.