

LONG TERM FILE RETENTION



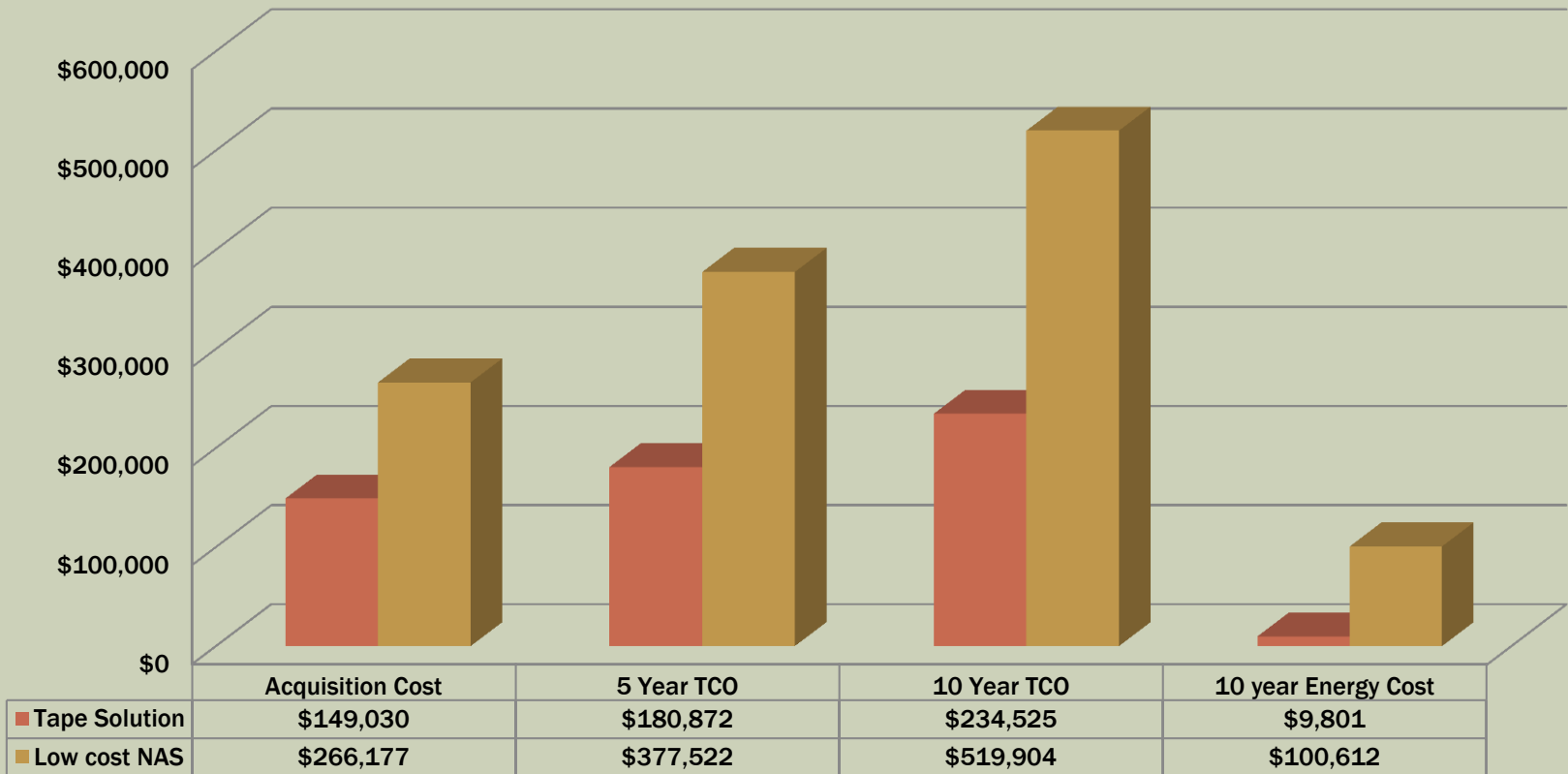
Which is less expensive to own and operate over 10 years – a NAS solution incorporating tape or high capacity disk drives?

TO DEVELOP A 10 YEAR TCO IT IS NECESSARY TO MAKE A FEW ESTIMATES AND PROJECTIONS

- 1 PB of archive data, no copies, non-compressible data
- Tape solution components
 - Tape/NAS appliance which supports CIFS/NFS and LTFS tape
 - LTO Gen 6 media priced at \$65/cartridge
 - One Tape library –4 LTO Gen 6 tape drives
 - No technology refresh
- NAS solutions
 - Average \$/TB of four different high capacity, low cost offerings
 - NAS or object store (CIFS/NFS)
 - 4 TB HDD's utilized in initial buy
 - 12 TB HDD's used for technology refresh in year 6.
- 10 Year Total Cost of Ownership includes:
 - Initial Acquisition, Hardware Maintenance, Software Maintenance, Energy
- 3% annual increases estimated for energy and maintenance

A TAPE SOLUTION OFFERS SIGNIFICANT POTENTIAL TCO SAVINGS FOR LONG TERM FILE RETENTION

10 Year TCO



ADDENDUM

■ About the Author

- Brad Johns is the owner and President of Brad Johns Consulting L.L.C. His firm specializes in storage industry analysis and consulting. He started his Information Technology career as a sales trainee in the Data Processing Division of IBM in 1978 and subsequently held a number of sales and sales management positions in the Southwest. He went on to join the IBM Consulting Group and worked with a number of clients in the automotive and aerospace industries. He holds a Master in Business Administration and Bachelors degree in Economics from the University of Arizona. His experience includes 14 years managing IBM storage marketing and product management in Tucson, Arizona. He can be reached at brad.johns@bradjohnsconsulting.com.

■ Regarding the information used in this report

- Brad Johns Consulting L.L.C. believes that the information in this report is accurate. The data was obtained from publicly available sources in the second quarter of 2014. However, given the complexity of the configurations, and the rapid changes in the market, it is possible that errors occurred; the author does not believe that they would materially change the conclusions. Information is provided "AS IS" without warranty of any kind.

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