



Is data storage holding you back?

You've got to store more data... for longer... improve backup & recovery... and cover a range of compliance and business continuity issues.

Can you balance your budget by working your existing storage a little harder?

Your business relies on data. If you can't store it, access it and process it – efficiently – that could affect your ability to deal with customers and suppliers, capitalise on new business opportunities and control your running costs. Every day your business is generating more data to store and, with regulatory and compliance issues adding to your storage burdens, you need to ensure your storage infrastructure doesn't become... over complex... over expensive... and difficult to manage.

Bell Microsystems has the specialist storage skills and experience to help you to:

- increase your storage capacity
- cut data access times
- boost performance for business-critical applications
- meet your compliance obligations
- enhance security – with data encryption and data destruction
- establish a 'tamper-proof' archive
- consolidate onto fewer storage devices
- free-up floor space and minimise power consumption
- simplify storage management
- improve backup & recovery
- reduce storage operating costs and administration overheads

Storage that's tailored to deliver business advantage

Unlike many storage suppliers – who just want to sell you the latest storage system – Bell Microsystems' storage team will invest time in gaining a detailed understanding of your business's specific storage needs. Simply being storage technology experts isn't enough – so we focus on how your storage solution can generate real business benefits for your organisation.

We'll analyse your entire storage estate – identifying every device, together with details on how it's used, what it stores and which software applications interact with it. Our detailed audits can often free-up storage capacity by uncovering duplicate data sets or even data that is still being stored beyond legally defined periods.

Then we'll assess how to adapt your existing storage systems in order to meet new requirements.

Compliance... classifying data... and security

If you're storing data for longer than you're legally obliged to, you could be placing an unnecessary load on your storage and backup systems – but that could be the least of your organisation's problems. For specific types of information, if you store data after you are legally required to destroy it, your business could be subject to legal proceedings.

Bell Microsystems can help you to classify all of your organisation's data and to establish retention and security policies – so that you no longer store data you don't require and you can encrypt data you need to hold securely and destroy data that you are no longer permitted to store.



Interoperability... integrating 'SAN islands' and reducing your costs

Over recent years, few organisations were able to predict the level of growth in the data that they'd need to store. As a result, many businesses now have very complex storage architectures with 10s or 100s of standalone SANs (Storage Area Networks) that are difficult to integrate, complex to manage, expensive to maintain and often have very different backup procedures.

Bell Microsystems' three stage approach can help you to break down the barriers between your 'SAN islands':

Visualise

running analysis tools to identify exactly what storage you have and how it is being used

Virtualise

implementing software that works within your existing network to turn an array of different storage devices into a 'virtual', single, centralised storage facility – simplifying systems management and reducing operating costs

Automate

managing your entire storage environment as a single entity and automating key processes – minimising the need for manual intervention and reducing the chance of human error

There are a wide range of virtualisation technologies that offer differing sets of benefits. However, choosing the 'wrong' virtualisation method can result in a system that fails to deliver the expected benefits and can be difficult to reverse. The Bell Microsystems team can help you to assess different vendors' options and select the virtualisation technology that best fits your needs.



Backups your business really can depend on

Even businesses that have invested heavily in backup technology can often find that unreliable, inefficient backup procedures let them down. Furthermore, as many businesses unnecessarily backup multiple copies of identical data, their backup provisions can be more costly than they need to be and have excessive impact on day-to-day operations.

At Bell Microsystems, we turn backup issues around through 180 degrees and focus on restore-ability – analysing precisely what your business needs to achieve, should the worst happen and you need to restore vital data rapidly. Without a detailed appreciation of your 'restore-ability objectives', throwing money at a backup problem can be an expensive road to failure.

Bell Microsystems designs and implements a wide range of backup & restore solutions – from manual systems, through to fully automated solutions and even outsourced backup management services that enable you to devote more time to your core business activities, safe in the knowledge that backups will be performed to a guaranteed service and efficiency level.

We can also implement international failover solutions, so that you can replicate data at remote sites and failover to another of your datacentres, virtually anywhere in the world.

Avoiding expensive maintenance traps

If hardware maintenance charges can make a large dent in your IT budget, support contracts for storage and backup software can often be even more costly. When you add in the fact that connecting two different vendors' products can mean that you inadvertently render your maintenance contracts invalid, support can be a bit of a minefield.

Bell Microsystems holds accreditations from a number of leading storage vendors, yet we remain totally independent of any one vendor – so that we can guide you through key storage vendors' offerings, calculate the likely through-life costs and identify any hidden charges or contract conflicts.

By working with several vendors, we can also help you to get better deals on trade-ins and maintenance-inclusive packages that could see your business upgrading to a higher performance storage architecture for less than the cost of maintaining your current systems.



'Real World' implementation strategies... ... with no nasty surprises

Once we've helped you to decide on how best to adapt or re-engineer your storage environment, we'll define a detailed project implementation plan that reduces time to completion and minimises disruption for your business. We'll work with you to identify all of the potential risks and then recommend ways to eliminate them – helping you to run 'Proof of Concept' programmes to de-risk particularly complex aspects.

Then we'll manage your storage project using proven methodologies such as PRINCE 2 and ITIL (IT Infrastructure Library).

Redundant systems... destroy the data – then redeploy, resell or recycle

Bell Microsystems offers a full Asset Management Service, whereby your redundant storage assets can be subjected to a rigorous asset redeployment or disposal process. We'll irrevocably remove data – to DoD 5220.22-M standards – so that your storage devices can be redeployed within your organisation, sold to generate financial returns for your business or disposed of by Bell Microsystems and securely recycled in accordance with the WEEE (Waste from Electrical and Electronic Equipment) directive.



Storage technology and storage best practice are constantly changing – and at a rapid pace. Bell Microsystems' storage specialists can help to keep you updated on both field-proven solutions and the emerging technologies that could benefit your future storage strategy.

Bell Microsystems has close relationships with several world-class storage vendors. However, we are totally independent of any one vendor – so we can help you to select the storage solution that is ideally suited to your requirements today... yet is capable of adapting to cover changing needs tomorrow.

Bell Microsystems is an ISO 9001 registered company.

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