

Storage Optimization qualifying questions

Question	Why Ask	Answer	Potential Value
How many terabytes of data are you currently managing in your data center?	Justify potential expenditures	> 50 terabytes	With a 50-terabyte environment, we have a high likelihood of identifying orphaned storage sufficient to cover the ROI of the project.
What metrics are being used to monitor storage and back-up utilization and service levels?	Indicates the amount of information available to control & improve IT operations expenditures	None	If no metrics are being used, more opportunities are likely to be available. Measures could include Full-time employees/Terabyte (FTE/TB), utilization by device, and downtime by device or center.
Is your organization implementing or using an SRM tool or tools?	Storage Resource Management (SRM) tools provide a data source for our assessments	Yes	Storage Optimization Services can accelerate the benefit and improve visibility to optimization and integration actions indicated by SRM data and other key information collected by our services team.
Do you need to develop a plan to reduce the complexity of your information infrastructure and back-up environment?	Establishes a time-dependent need	Yes	Performing a Rapid Transformation Strategy enables us to analyze the current client storage and back-up environment to identify utilization improvement areas, asset productivity increases, and make informed storage infrastructure improvement recommendations at 12 and 18 month intervals.
Would you like to know how you fare compared to your peers in maintaining and operating your storage infrastructure?	Establishes a concern with what industry standard best practices are	Yes	A Rapid Transformation Strategy or Process Excellence project provides clients with an analysis of how they compare to their industry peers along each of the 8 metrics.
Do you need to manage your infrastructure more efficiently with resources and a flexible platform strategy that reduces costs and improves utilization or service level demands?	Indicates interdependency between lines of business and IT, specific service level agreement penalties identified later may further provide cost-justification input	Yes	Help determine what infrastructure components the client will need and how to leverage current assets to help ensure infrastructure strength and flexibility to support business initiatives