

The Quantum logo is displayed in white text against a dark blue background. The background features a complex graphic with a globe, gears, and a line chart with various data points and labels like 'First' and 'Second'.

Extend Storage Capacity Without Changing User Access

Data-Aware Management with Quantum and Komprise

NEED TO SQUEEZE EXPLODING DATA GROWTH INTO TIGHT BUDGETS

Unstructured data is growing exponentially, and managing this growth within tight budgets is a challenge. Business users do not want to delete data, often for good reason—the data has business value. Yet 60 to 80 percent of corporate data is infrequently used and consumes the same expensive resources as hot data—because of the fear that moving it will disrupt users. The cost of storing and managing the data sprawl is climbing while IT budgets remain flat. How can IT squeeze massive data growth into flat budgets?

THE SOLUTION

Quantum and Komprise have partnered to enable businesses to seamlessly extend NFS/CIFS storage with the scale and capacity of Quantum Lattus™ object storage and Quantum Artico™ NAS without any disruption to users or applications.

Quantum Lattus object storage delivers cost-efficient private-cloud capacity with data protection and resiliency with a simple-to-operate, simple-to-scale architecture. Artico is a self-protecting, intelligent NAS appliance that automates tiering to tape, private, and public cloud via user-definable policies.

Komprise is analytics-driven data management software that transparently manages data across your storage infrastructure. It extends your existing primary storage by automatically and continuously identifying and moving less active data to Quantum's capacity storage in a way that is transparent to users and applications.

Radically simple to deploy and manage, Komprise is a virtual appliance that requires no expensive hardware, no complex configurations, or proprietary agents on the file server. Komprise deploys in 15 minutes, and manages the data across your NFS, CIFS, and object storage, without interfering with the primary data path. Komprise scales out on demand as your needs grow, and can be deployed as a SaaS service for even simpler management.

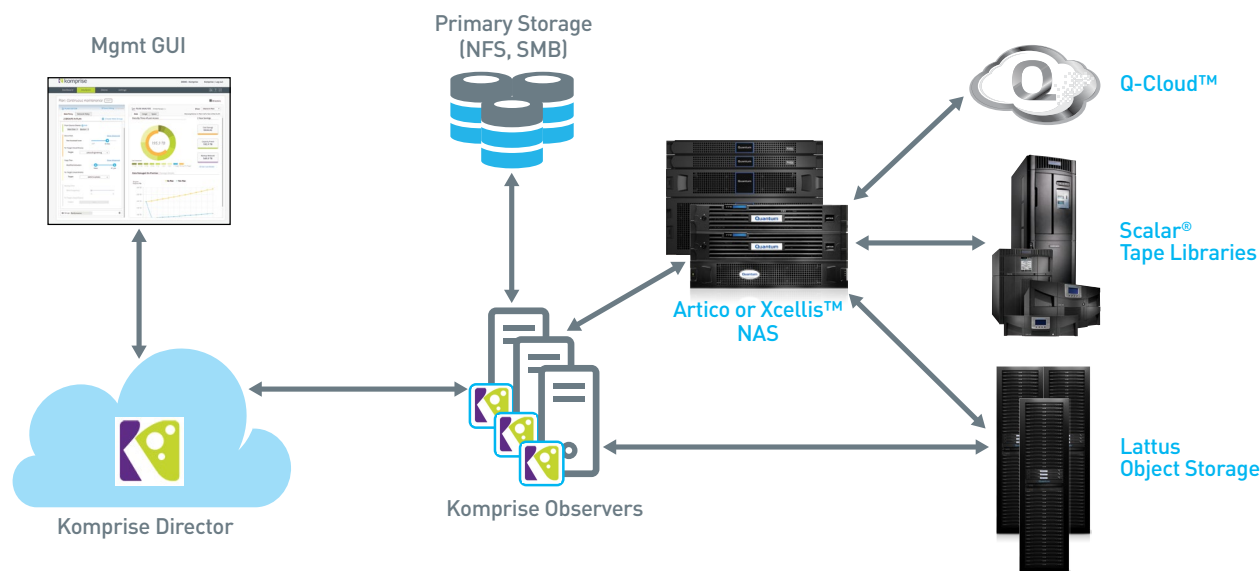
The combination of Komprise data management with Quantum intelligent storage delivers a simple, powerful active archive solution with extremely compelling ROI value.



KEY FEATURES

- **Data insights.** In minutes, delivers insights into how data is growing and being used across all your storage. Simplifies management with data-awareness.
- **Extends existing storage transparently.** Transparently manages data across your existing storage and Quantum Lattus and Artico—get file-based access even when data is stored as objects.
- **No changes to users or applications.** Users and applications continue to see and access the moved files from their NAS as before with no process change.
- **No impact to primary I/O path.** Sits outside the active data path so access to hot data is unchanged.
- **Cuts 70%+ of costs.** Eliminates the cost, complexity, and process change of managing across storage targets and delivers instant ROI on every terabyte managed.

Figure 1. Reference Architecture



With Quantum and Komprise, you can:

- **Understand data usage and growth:** In minutes, download the Komprise Observer virtual appliance and get insights into data usage and growth across all your NFS and SMB storage.
- **Plan capacity:** Interactively visualize the projected impact and ROI of different policies for moving data to Quantum to plan how to best scale your capacity.
- **Seamlessly extend existing capacity:** Continuously manage and move data based on your policies and objectives.
- **Deliver access without disruption:** Provide end users and applications with transparent access to migrated data as if it still resides on the original storage without any disruption. Komprise leaves the active data path unchanged so access to hot data is unchanged, while access to migrated data is transparent.
- **Streamline backup:** Migrating cold files to a self-protecting archive eliminates the need to back them up conventionally, speeding and simplifying protection of hot data, while reducing cost.
- **Deliver instant ROI.** Leverage the scale and cost-efficiency of Quantum storage solutions combined with the scale-out simplicity and sub-cloud pricing of Komprise to meet exploding capacity needs while gaining instant Return on Investment.

SOLUTION COMPONENTS

- Quantum Lattus Object Storage
- Quantum Artico NAS with appropriate archive tier(s)
- Komprise Data Management

The following table provides an example of a TCO comparison using Artico, Object Storage and Tape for the Archive solution.

Current Costs	Per Terabyte	Proposed Costs	Per Terabyte
Primary Storage	\$2,000	Archive Storage	\$600
Backup Storage	\$1,000	Not Required	-----
DR Storage	\$150	DR Storage	\$150
Backup Software	\$1,500	Komprise Software	\$150
Total Current Costs	\$4,650	Total Proposed Costs	\$900
		Savings	\$3,750 (81%)

ABOUT QUANTUM

Quantum is a leading expert in scale-out storage, archive and data protection, providing solutions for sharing, preserving and accessing digital assets over the entire data lifecycle. From small businesses to major enterprises, more than 100,000 customers have trusted Quantum to address their most demanding data workflow challenges. With Quantum, customers can Be Certain™ they have the end-to-end storage foundation to maximize the value of their data by making it accessible whenever and wherever needed, retaining it indefinitely and reducing total cost and complexity. See how at www.quantum.com/customerstories.

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