

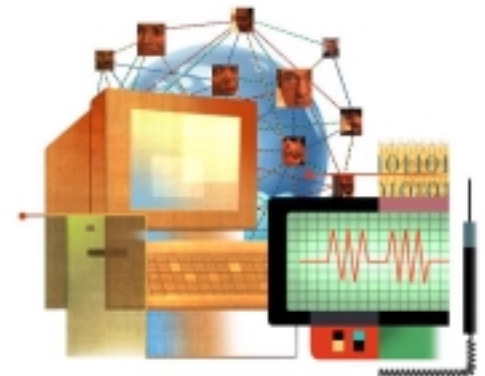
SANs and High Availability



Key Trend in Data Storage

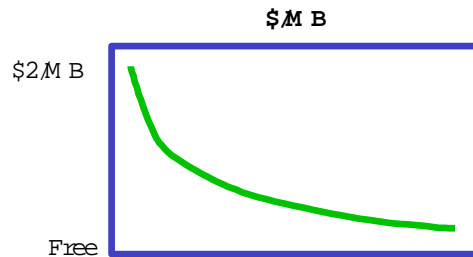
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- Data is being use as a competitive weapon
- Global operations
- Explosive growth
- Internet/Internet (WEB)
- Centralization/consolidation of IT resources
- Low tolerance for data delays
- Centralized management
- High data accessibility
- High application availability
- Disaster protection
- High performance and scalability
- Return on investment

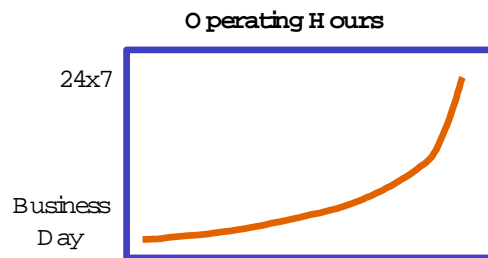


What's Happening in IT Operations?

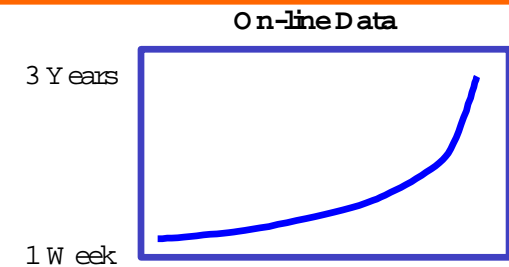
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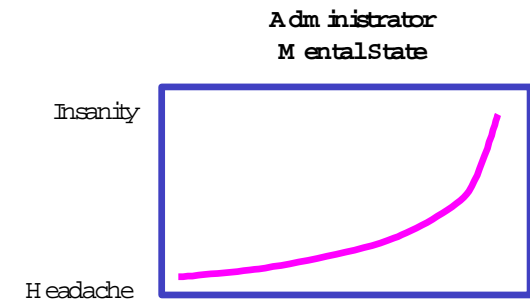
- Raw storage capacity (disk drives) is getting cheap



- Consumers need continuous access to information



- Business want to keep more information on-line



- System and management complexity out of control

What IT professionals say about storage:

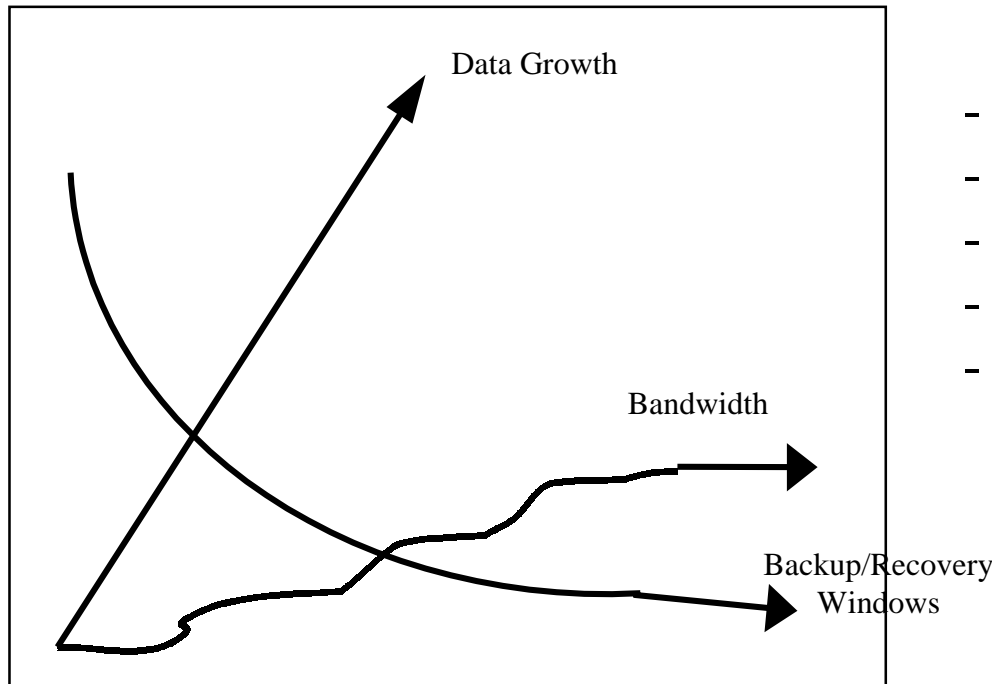
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- Most important qualities in a storage solution are High-availability and Reliability
 - "Reliability is the whole reason I have storage devices."
 - "Upper management's first question is, 'Is it reliable?' If you say 'yes' and it fails.. "
 - "If [my users] can't access information quickly, my phone starts ringing."
- Next, customers look for Operational Support
 - (business continuity through proactive management and reactive troubleshooting)*
 - "[Operational support] means I can focus on the business."
 - "I want to know there's someone I can call on with any questions."
 - "[I am looking for] storage that is easy to manage with the right tools."
 - "A single point of contact would reduce finger-pointing."
- And third, they want to buy from a Reliable Supplier
 - "[The vendor] must have credibility with all of us."
 - "I like [vendors] that have shown quality in other products as well."

What's driving SAN ?

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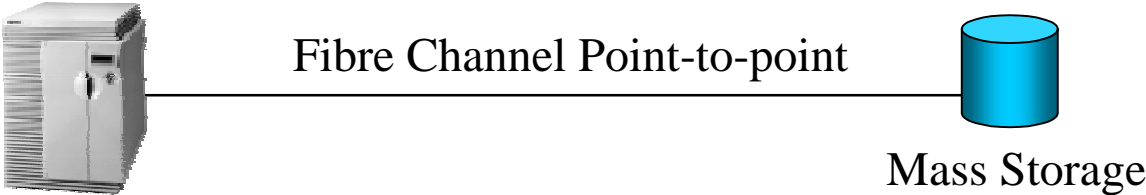
The Backup Window Collapse



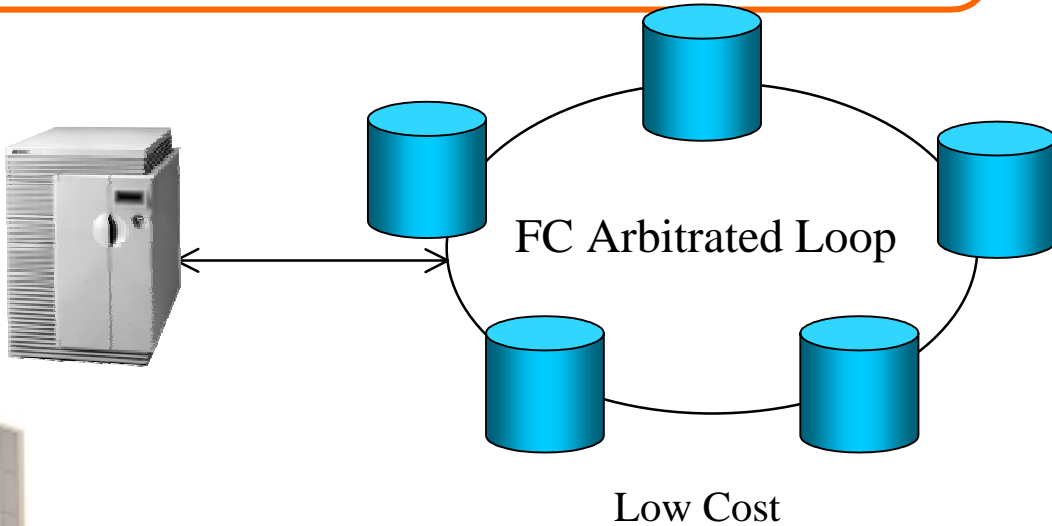
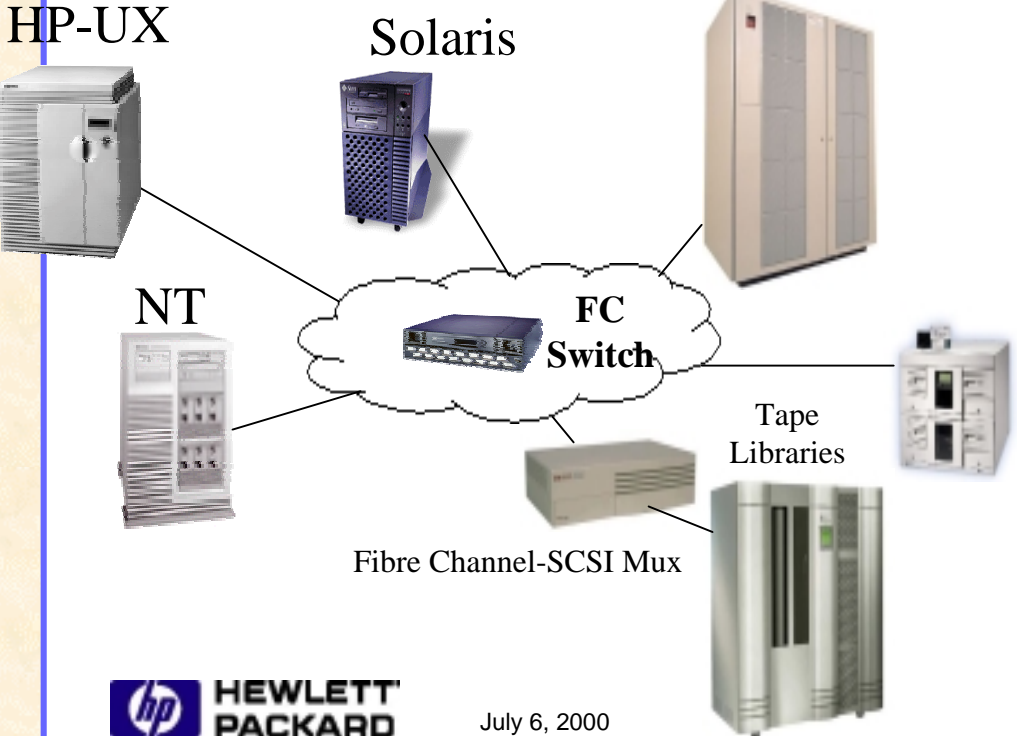
- Storage growth
- Storage consolidation
- Availability of data
- non-disruptive operations
- Performance for multi-terabyte backup



SAN Infrastructure



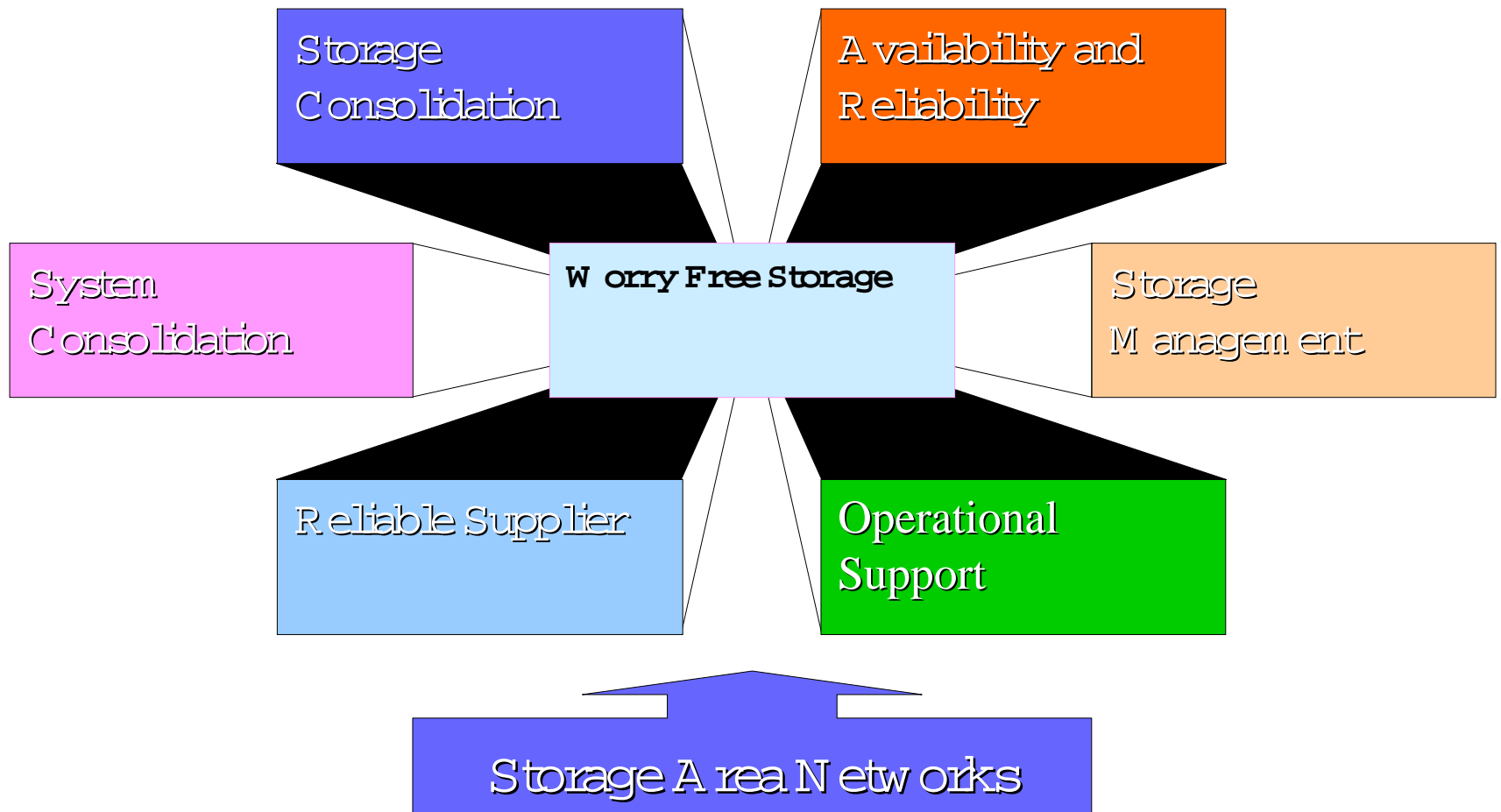
Fibre Channel Fabric



- Supported Protocols:
- SCSI
 - IPI (Intelligent Peripheral Interface)
 - HIPPI (High Performance Parallel Interface)
 - ATM
 - IP (Internet Protocol)

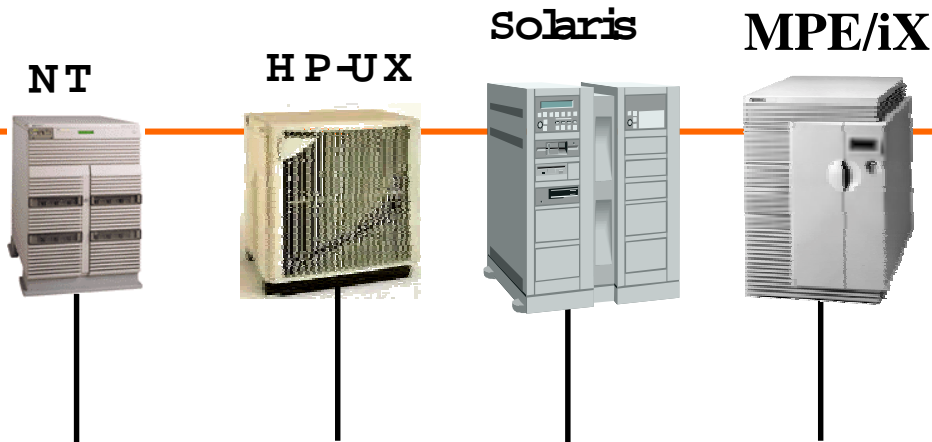
HP Fibre Channel Strategy

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An Integrated Approach to SAN Solutions

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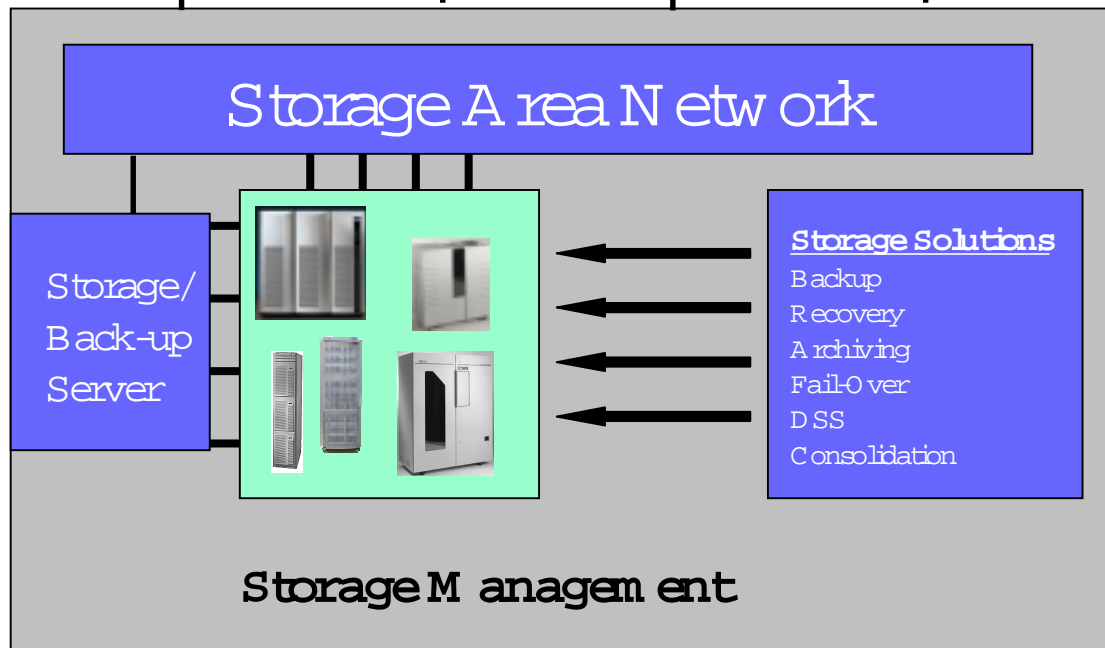


FibreChannel Infrastructure

Storage Management

Storage Hardware Devices

Consulting & Service

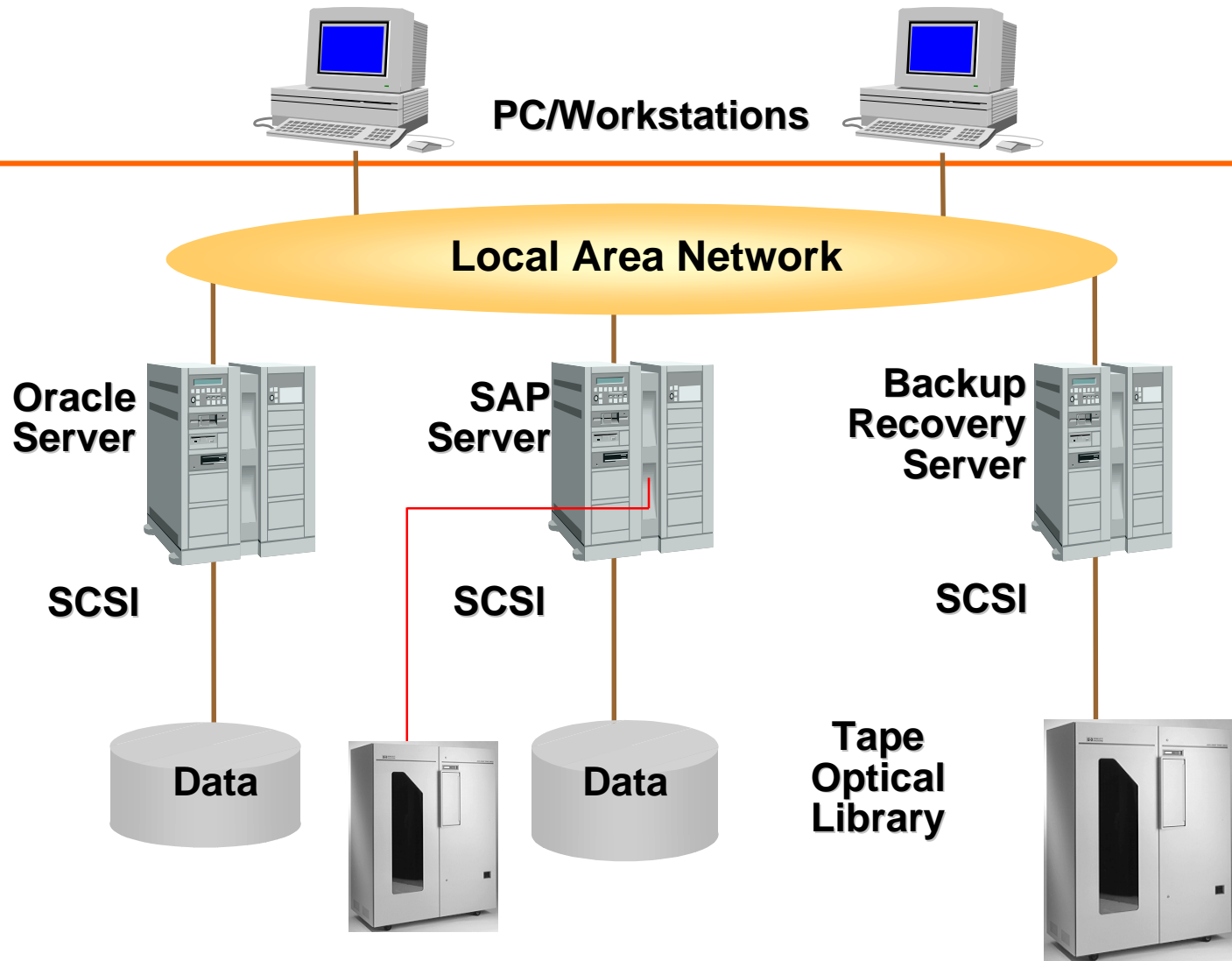


SAN Difference

An integrated and complete approach that offers improvement in availability, reliability and manageability needed to provide customers with a stress-free storage environment

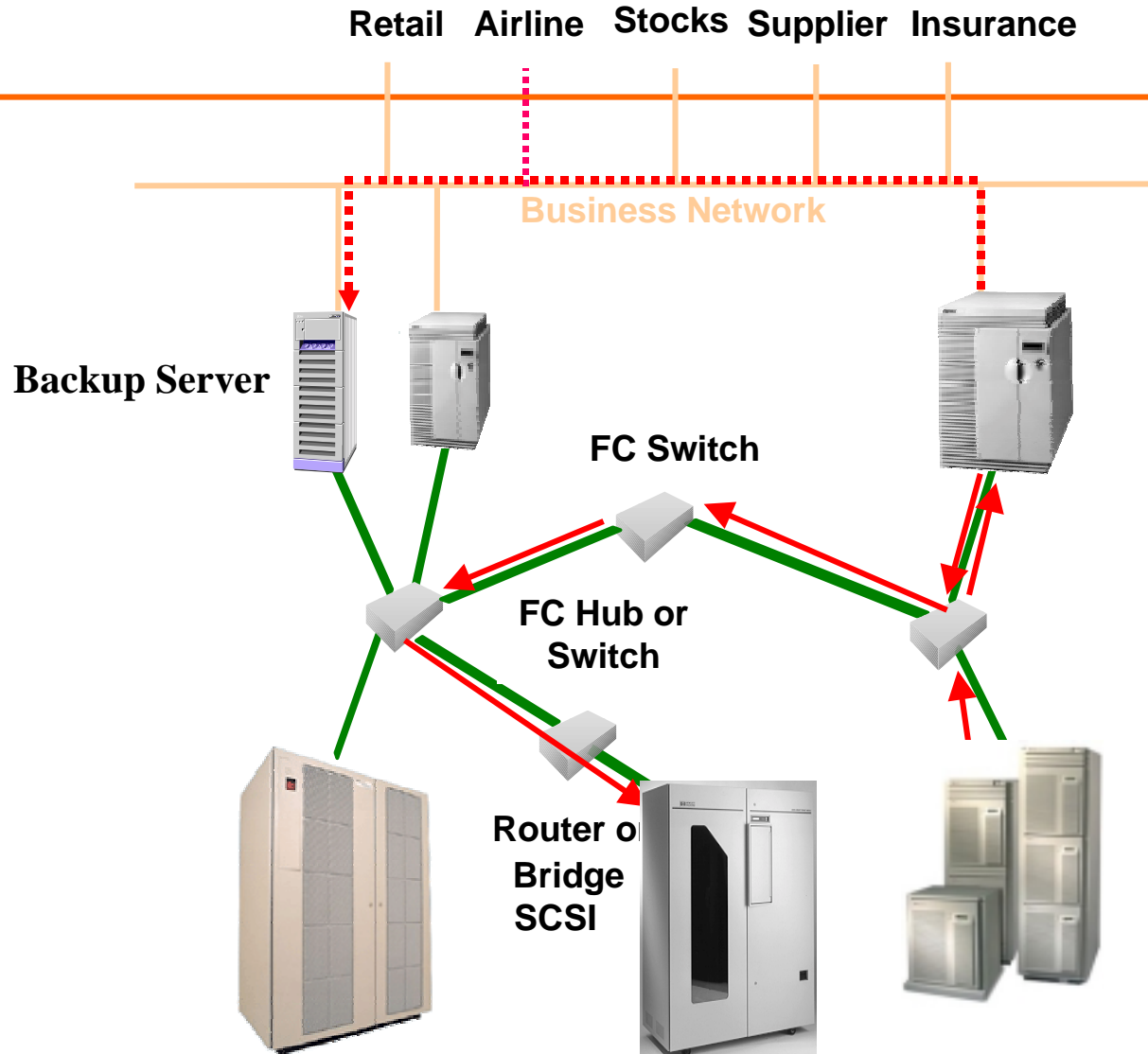
LAN Backup

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LAN-Free Backup

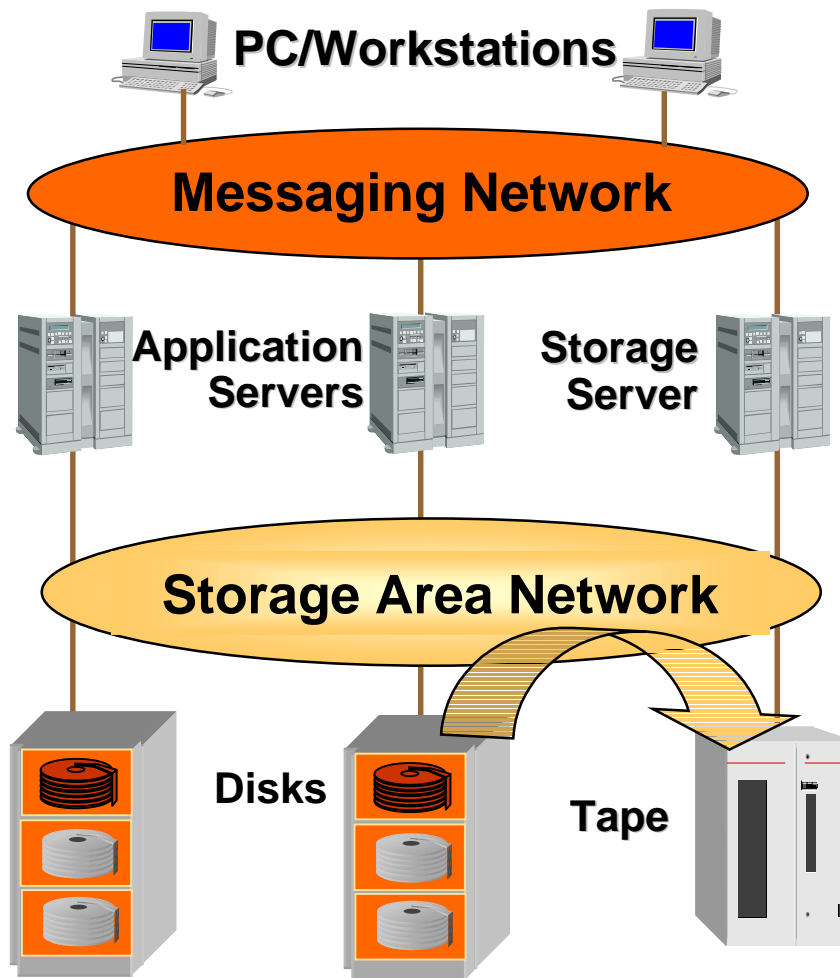
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Why Should Customers Deploy SANs?

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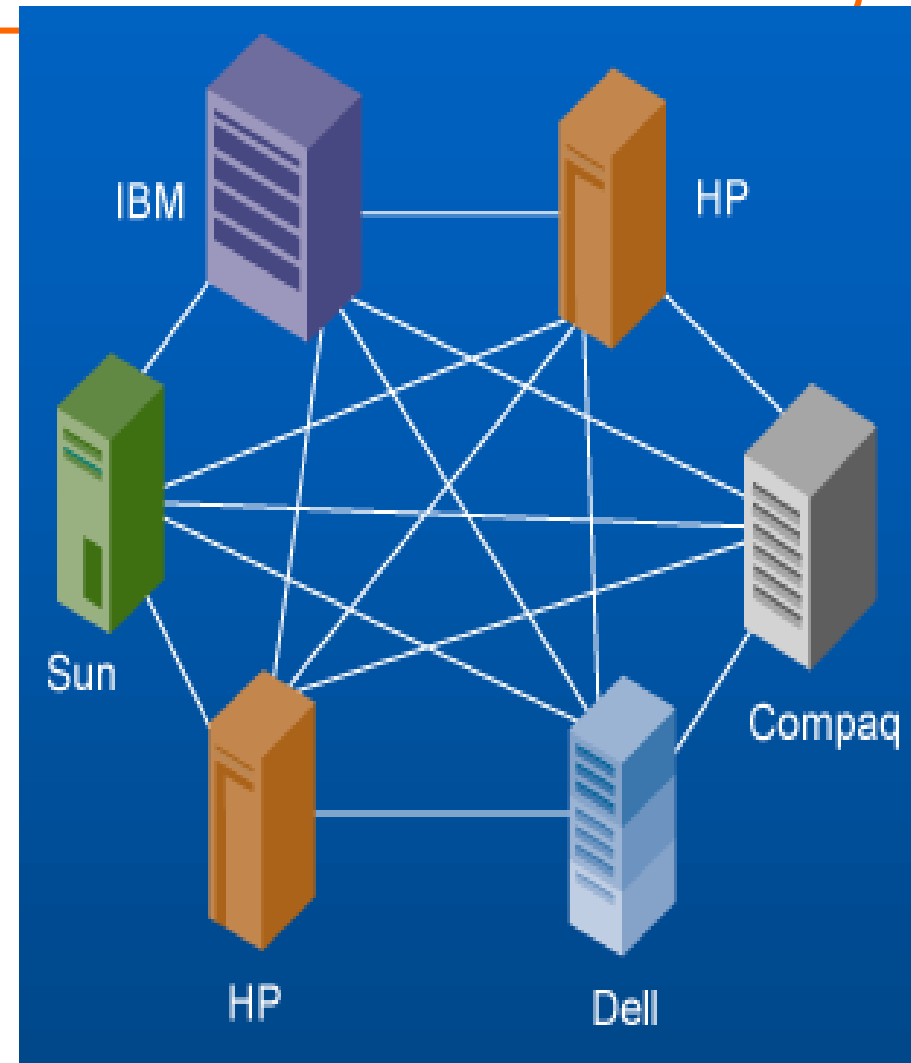
Serverless Backup



- **Direct disk-to-tape and disk-to-disk storage**
- **No impact to LAN or application servers**
- **Enables continuous**
 - Backup
 - Replication
 - Restore

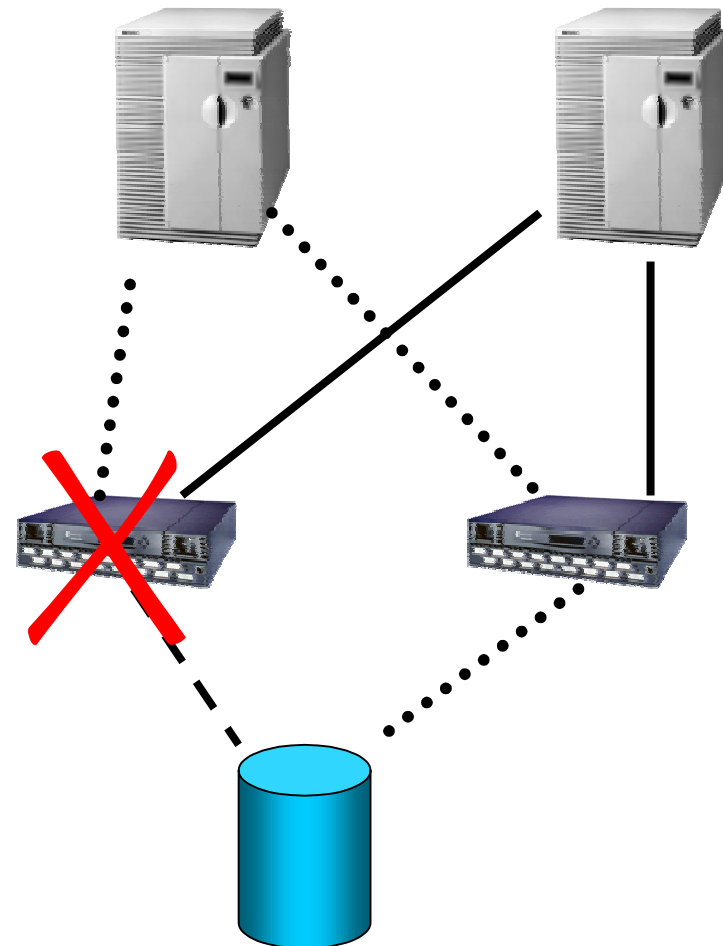
High Availability Cluster

- **De-couples applications from physical server to disk connection**
- **Up to 100 collaborative servers**
- **Enables dynamic responses to changing processing conditions**
- **Clusters foster key SAN attributes**
 - **Resource sharing**
 - **Any-to-any connectivity**
 - **Fault resistant**



High Availability

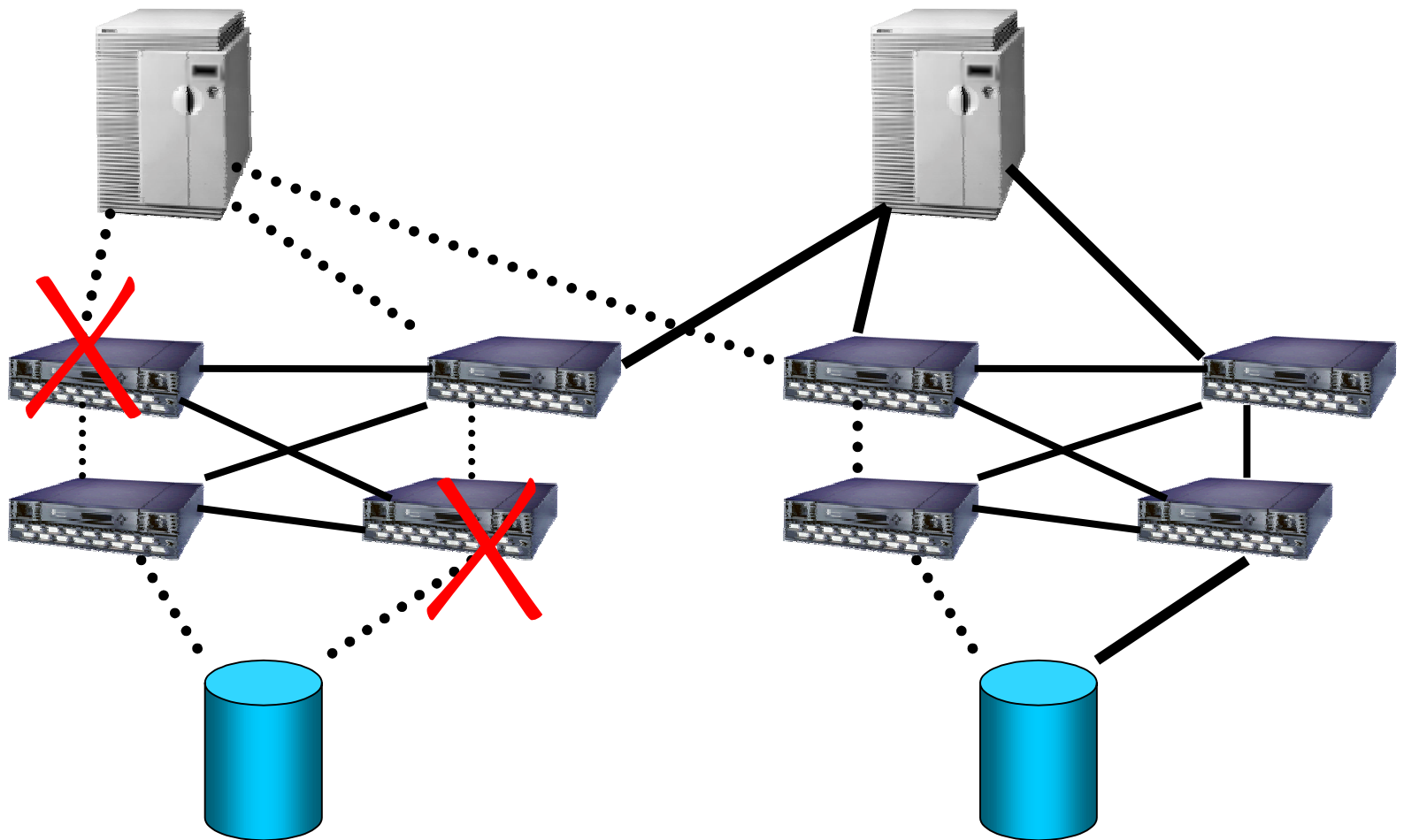
- **Highly redundant systems**
- **No single point of failure**
- **Supports of multiple paths to the data**
- **Resource sharing**
- **Fault resistant**



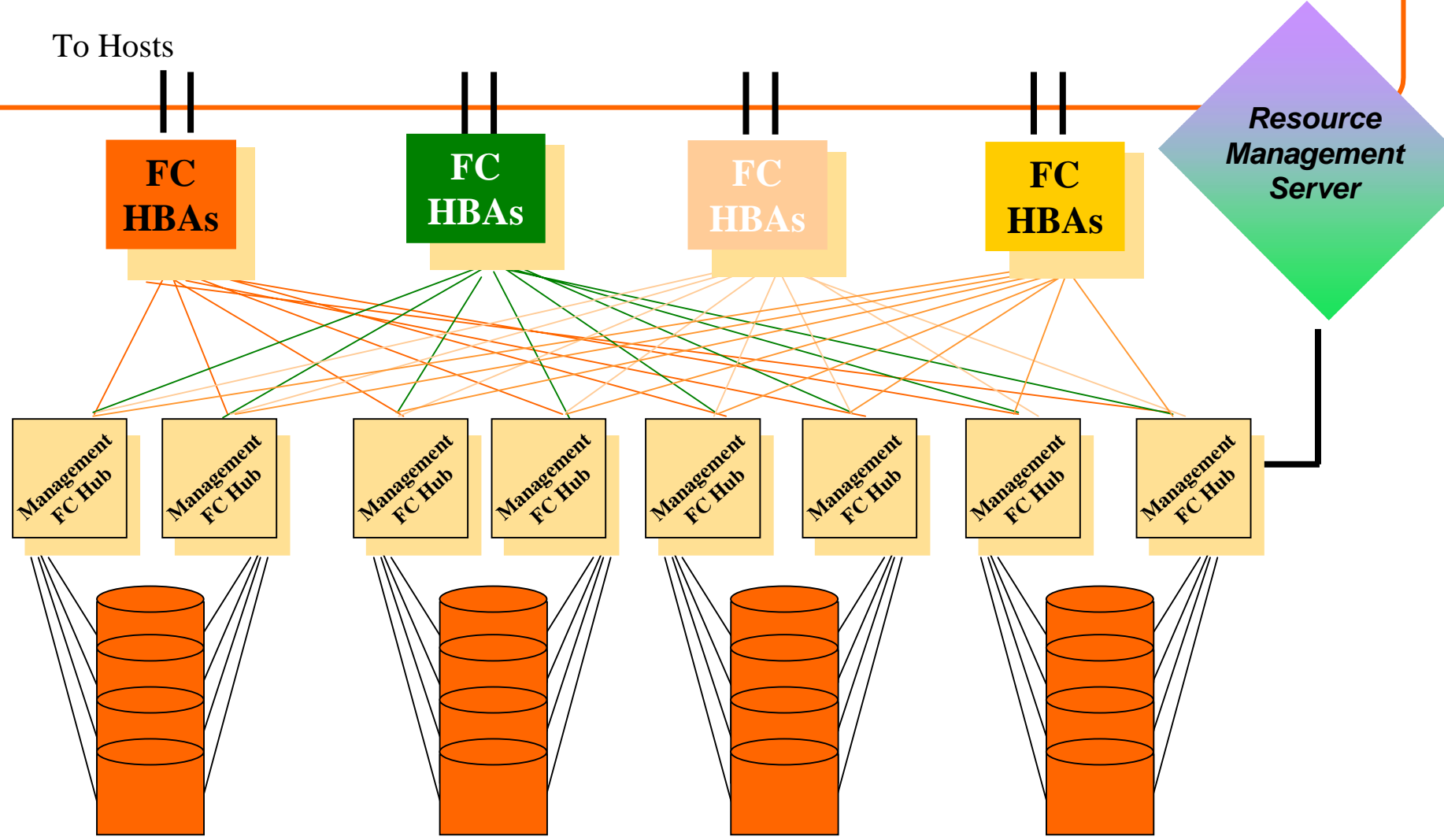
High Availability

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How Highly Available will it be?

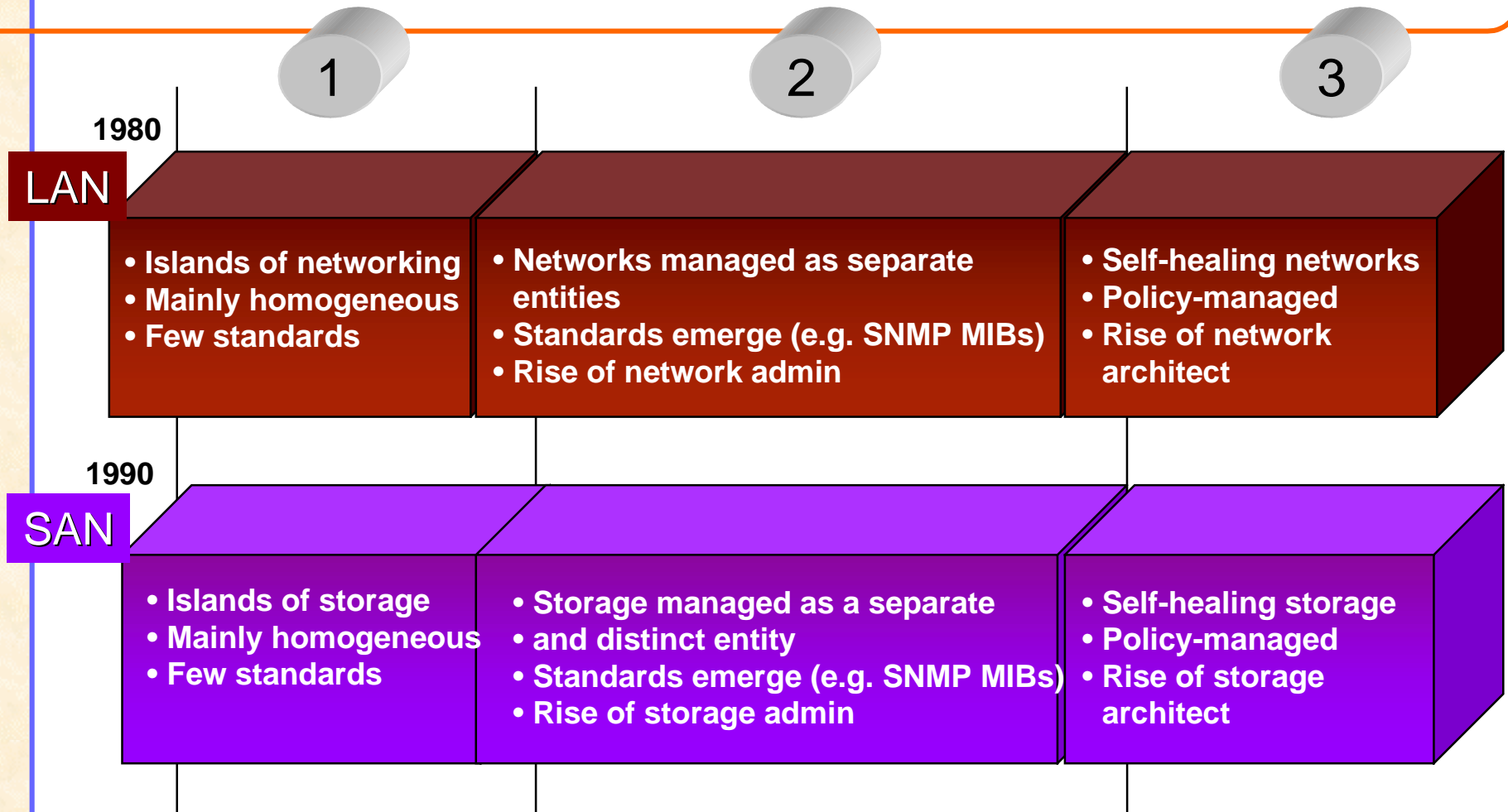


Highly redundant Fibre Channel network



SANs WILL EVOLVE as LANs DID

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Campus and Metropolitan Storage Networks Now Possible

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Multi-site disaster recovery at gigabit speed
Uninterrupted business operation in the event of a single-site emergency
More servers, accessing more data, simultaneously, than ever
Deployment flexibility when floor space is at a premium

True disaster recovery at Gigabit FC-AL speeds
10 ports per Fibber-channel-arbitrated-loop (FC-AL) hub
Cabling options ranging from .5 to 10 kilometers
More than 4x the storage density of SCSI I/O cards
Servers connected across campus or across town

10 kilometers



Data Center B



Data Center A

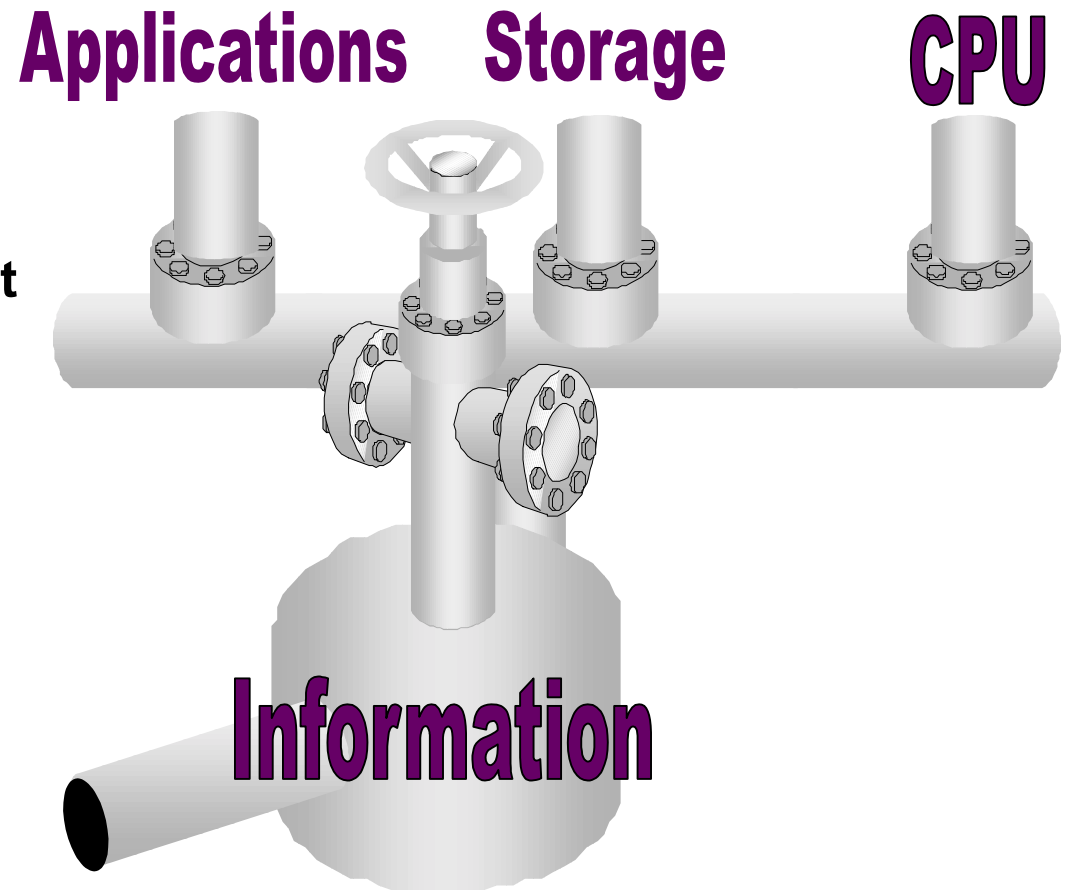
Storage Area Networks enable the Information Utility

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Storage as a 'network service'

Ubiquitous, transparent and highly available

Transparent management of data and network operations





HP Dominates Fiber Channel

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HP Tachyon FC chip family

- The dominant supplier of FC protocol integrated-circuits and modules in the industry
- HP owns 80% of the FC chip market

STK

EMC

CLARiON

*Prisa
Systems*

Ciprico

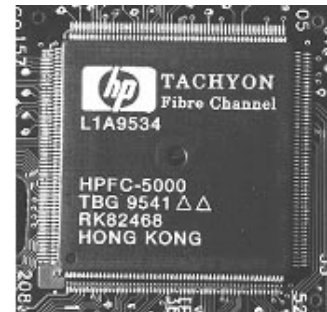
Unisys

Genroco

Fujitsu

NEC

Sym bios Logic



Fibre Channel Connectivity

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- Point to Point
 - **SCSI replacement**
 - **Distance Extension**
- FC-AL
 - **Optimize cabling infrastructure**
 - **Managed elements**
 - **OLTP device focus**
- Fibre Channel Fabrics
 - **Combination of point to point, FC-AL, and FL or switched connections**
 - **Optimizes multiple aspects of the SAN**
 - **Number of connections**
 - **Sequential Bandwidth**
 - **IO/s for OLTP**
 - **Cost**
 - **Offers superior SAN management**

- DLT tapes drives and libraries with FC Multiplexer
- Multiplexer with FC-AL Hubs
 - **Distance extension up to 10 km**
 - **Disaster recovery at gigabit speeds**
- STK and HP DLT Library tape , Wolfcreek and Powderhorn with FC Multiplexer
- Switch and fabric support planned for second half on 1999 for HP UINX. HP 3000 support planned for Late 2001/2002

Reference Data Center Design (Storage Viewpoint)

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