



# Storage & Backups

**How much storage are you paying for? How does this compare to what you are using for actual business purposes?**

**Do you understand what your Storage Administrators are telling you? Do they mostly tell you that they need to buy more disk space?**

**Has your Backup Administrator ever come to you saying that the backups are consuming less disk space than before and they want to gift some back for other storage projects?**

If the answers to any or most of these questions are 'no' or 'don't know' then don't worry, you are not alone. Most organisations struggle to own the conversation about their investment in and control of storage and backups. This is a big driver for many to move to the cloud, unfortunately this comes with similar challenges and many organisations are now trying to reverse that push as they see their cloud costs spiral out of control.

What is required is good strategy and control processes.

Respiro consultants have taken the storage environment of an IaaS (Infrastructure as a service) provider of half a petabyte that was only billing 30% of its usable capacity to billing 90% of capacity within two years with no further hardware investment. This is a 3x increase in revenue from the same arrays. This is not through any clever oversubscription or thin provisioning but just by working with the storage team to understand what is in use, what is not and setting down a request process to control allocation.

Contact one of our consultants at Respiro Pty Ltd today to discuss your business requirements.

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The storage and backup market is going through realignment and new players are substantially disrupting the market. Storage and backup technologies that only focus on the hypervisor are now available that are aggressively priced and do not require the traditional expert storage skills that their competitors do.

Respiro believe these new technologies present a great opportunity for IT departments to improve their efficiency and reduce their cost. We have good relationships with a number of these new vendors and we welcome any organisation to discuss their strategy with us. We can provide an independent view that will focus on the business outcomes not the vendor's margin.

