

MEET WITH STORAGETEK

YOUR COMPANY COULD
QUALIFY FOR A FREE
STORAGE APPRAISAL*



* At the sole discretion of StorageTek, 20 companies will be chosen to each receive a free assessment based upon StorageTek's determination of the companies most appropriate for this service. StorageTek will determine whether a company will receive a free assessment after the meeting of a company's representative with a StorageTek representative. The individual responding to this offer must be involved in the selection, purchase, or design of data storage systems for the company and currently employed at one of the select companies on StorageTek's original mailing file. In order for the company to be eligible, it must be listed on StorageTek's original mailing file. One free assessment per company chosen; a total of 20 will be given.

ENTERPRISE DATA STORAGE:
LOOK BEYOND THE CURRENT WAVE

CALL STORAGETEK TODAY: QUALIFY FOR YOUR FREE STORAGE APPRAISAL ASSESSMENT™





BREAK THE “PERPETUAL PROCUREMENT” CYCLE

It's no secret. With more systems, users, applications, and compliance requirements, the never-ending waves of data you need to store will only grow. But you need to manage more than just volume and capacity. Today, your company is counting on you to not merely oversee a “perpetual procurement” cycle of expensive hot disks. They're turning to you to build a sensible long-term strategy that encompasses:

- Data classification
- Evolving technical standards
- Retention policies and compliance
- Backup and archiving
- Quality and service-level expectations
- Chargeback
- The balance between data value and media cost

Let StorageTek show you how. Unlike other vendors that focus solely on “hot” or active data, StorageTek has built a legacy of excellence focused on less-active data that's inexpensive to store. Our incentives align more naturally with yours: to move non-critical data to lower-cost media and systems.

The fact is, there's no one-size-fits-all solution to enterprise data storage. Shoehorning another costly disk-storage device into the data center is often a short-sighted, expensive solution that doesn't address the true challenge: aligning the value of data with the cost of the media you store it on.

RESET YOUR STORAGE STRATEGY: THE STORAGE TEK APPRAISAL

With the daily demands and issues you're managing, it's almost impossible to get a strategic-planning process underway. That's where StorageTek can help. We offer a unique, independent “Storage Appraisal” service (valued at \$30,000 — but, for a limited time, FREE to a select number of qualifying companies) that helps you rise above the tactical “add-another-disk” challenges and truly manage your storage infrastructure for the long term.

The Storage Appraisal is a unique fast-paced assessment that give you impartial findings, conclusions, analyses, and recommendations to create and implement an IT storage strategy with a long-term horizon.

- Capacity Planning
- Greater Reliability and Availability
- Increased Utilization
- Improved Efficiency
- Better SAN Performance
- Lower Risk

STORAGETEK: THE EXPERTS IN ENTERPRISE STORAGE

StorageTek is a \$2 billion global technology company delivering industry-leading, innovative solutions that manage and protect business critical information and align storage costs with information value. StorageTek helps businesses cost-effectively manage the complexity and growth of information, improve efficiency, and protect IT investments in a variety of ways:

- **Information Lifecycle Management** — Your strategy must balance the cost of storing and managing information with its changing value over time. ILM can help you reduce storage costs, manage information growth, and enhance data protection.
- **Storage** — We help lower the cost of keeping your company's information available by improving the utilization and efficiency of your storage infrastructure.
- **Archiving** — Our strategies help you effectively retain, recall, and delete large volumes of information to meet compliance and business needs.
- **Protection** — Invest in a protection portfolio that addresses your risks, scales to your business growth, and meets availability requirements.
- **Management** — Reduce the cost and complexity of managing increasingly sophisticated storage infrastructures.
- **E-mail Control** — Gain control of the ever-increasing volume and importance of e-mail.

MEET WITH STORAGETEK —
YOUR COMPANY COULD QUALIFY
FOR A FREE STORAGE APPRAISAL*

STORAGETEK EXPERTS ARE READY TO HELP.
Visit www.storagetek2004.com/nature or call us at 800-786-7835, ext. N1 and schedule an initial meeting with StorageTek to learn more about qualifying for our free Storage Appraisal — a \$30,000 value.

During this assessment, StorageTek experts can help you analyze your current storage environment and design an optimized storage infrastructure that can endure and grow with you. As our thanks, at our first meeting, we'll give you a Leatherman multi-tool knife — absolutely free. Like the solutions from StorageTek, the Leatherman is adaptable, flexible, and reliable.

Plus, when you meet with StorageTek, we'll enter you in a select drawing for a fabulous weekend getaway to the Vail Cascade Resort & Spa nestled high in the Colorado Rockies. It's the ideal way for you and a companion to relax, hike, or ski. **For more details, visit www.storagetek2004.com/nature.**

