

Storage Networking Lab

The background of the lower half of the page is a blurred, perspective view of a long, brightly lit hallway or tunnel. Overlaid on this are several horizontal bars of varying lengths and colors, including shades of blue, green, and yellow, creating a layered, abstract effect.

look

before

you

lead

Independent validation of your storage networking solutions.



Successful leaders make decisions based on facts. With data storage needs doubling every year, it is crucial for companies to be strategic about storage architectures. That is why companies are turning to storage networks to support their growing data storage needs. Effective migration to storage networking architectures requires time and resources to address issues of interoperability, compatibility, proof-of-concept, performance validation and hands-on training within a multi-vendor solution. How can you mitigate your company's risk as cost-effectively and logically as possible?

I need to better manage my company's storage resources. IP Storage is on my long list of "to dos," but I can't do everything at once. How do I gradually and logically move to a storage networking architecture without disrupting my present data storage and communication infrastructure?



The Storage Networking Lab is the answer. Imation offers the first fully equipped, truly unbiased resource designed to address interoperability testing, proof-of-concept and performance validation with hardware and software. With the expertise, equipment and facilities to simulate nearly any design configuration, Imation can help you look before you lead your company's data storage networking solutions.

The Imation Storage Networking Lab is located at Imation corporate headquarters in Oakdale, MN. Here, customers can assess their storage requirements and design their storage architecture without an economic bias towards any specific vendor.

What to expect from the Storage Networking Lab:

- Independent expertise for an unbiased solution validation
- A wide variety of equipment and resources that can simulate nearly any desired configuration
- A thorough understanding of your data storage business model and IT objectives
- The data storage industry experience of Imation

Imation

Storage Network



Value to End-User Customer

The Imation Storage Networking Lab offers an independent testing environment that allows you to determine the best solutions for your business. We value long-term partnerships, and will provide ongoing interoperability testing of your storage network. Other benefits include:

- Heterogeneous servers/OS, RAID storage, automated tape libraries, Fibre Channel, SAN fabrics, Ethernet, IP storage, Storage Virtualization, Storage Management Solutions
- Over \$20 million of equipment (see "Equipment List")
- 150+ pieces of equipment
- 40+ manufacturers
- "Any-to-Any" configurations
- Remote data replication simulation

Value to Manufacturer/OEM Customer

Our company markets Fibre Channel Connectivity products, but we're a relatively small fish in a big ocean. The Storage Networking Lab affords us the opportunity to test beyond the capabilities of our lab. In addition, the ability to bring our customers to an independent lab to test and validate the solution we're proposing is a powerful way to build our credibility. Customers value that.

How We Deliver

- Identify customer objectives
- Determine project timeline and on-site or off-site remote access requirements
- Execute customer test cases led by an Imation senior storage engineer
- Document results

I don't have the in-house capabilities to test the new storage subsystems our company is purchasing. I need the help of storage consultants, but I want to work with experts who are objective and unbiased.

Independent Guidance and Direction

In today's storage architectures, multi-vendor systems are the norm. As a result, validating system and storage performance can be challenging. The Imation Storage Networking Lab offers a truly vendor-independent environment for total solutions testing. We can connect more than 150 pieces of equipment representing more than 40 different manufacturers in an "any-to-any" configuration. Customers can perform their testing in the Storage Networking Lab or conduct tests from their own locations using our remote access capabilities.

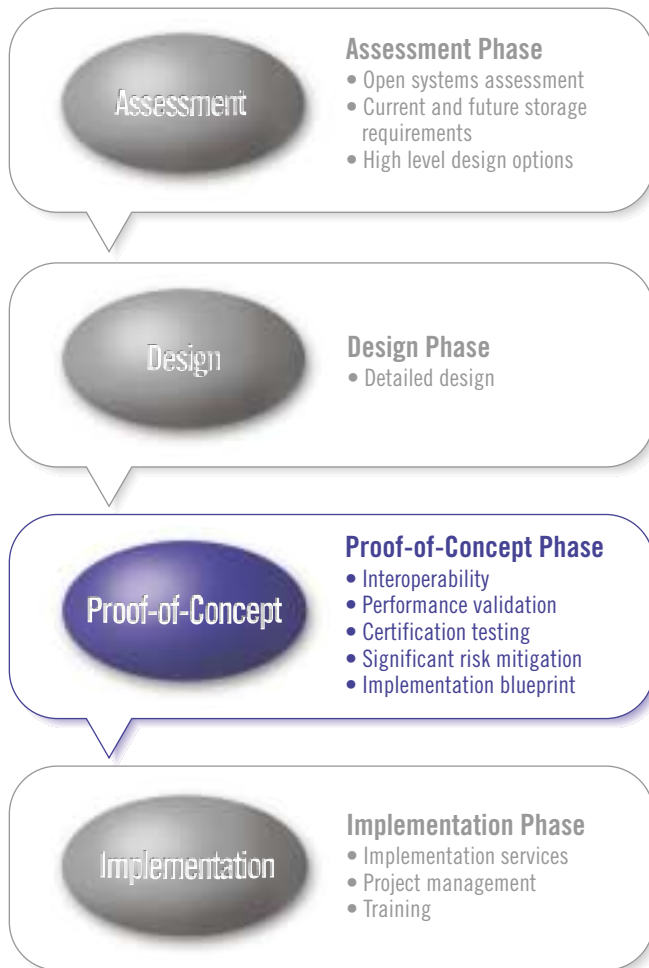
Our Customers

Our customers include enterprise and government end-users, OEMs, VARs, VADs and SIs.

Equipment List

- Disk Storage Subsystems
- Routers and Gateways
- Tape Libraries
- Performance Analysis Tools
- Host Bus Adapters (HBAs)
- HA/Clustering Software
- Switches and Hubs
- SAN Backup Software
- IP Storage Products
- HSM Software
- Servers, Operating Systems (Unix, Windows NT, Windows 2000, NetWare, Linux)
- Storage Virtualization Software
- Storage Management Software

Imation Storage Consulting Methodology



No business interruption

Whether you want to connect a new server, storage subsystem, tape library, or network interface to your existing architecture, conducting proof-of-concept testing in our lab is an effective way to examine the interoperability of that new piece of the puzzle without disrupting your company's day-to-day operations.

Significant risk mitigation

The Imation Storage Networking Lab allows you to mitigate the risk of damage or down time to your existing production environment, risks you'd typically face if testing on-site.

Independent, unbiased results

Storage Area Network (SAN) equipment manufacturers use the Storage Networking Lab to augment their resources to develop, test, and validate their product in an open SAN environment. Because Imation's lab provides independent, unbiased expertise, testing results are highly credible.

Imation Storage Networking Lab: Leading Solution Validation

The Imation Storage Networking Lab is a world-class facility that gives you hands-on experience in performance testing of data storage and connectivity devices to make integrating storage networking solutions into your business as risk-free and cost-effective as possible. The data storage experts at Imation are a powerful resource for your business' interoperability, proof-of-concept testing, performance verification and training needs.

Be strategic about data storage. Let Imation help you look before you lead.





imaginative solutions.

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Imation

Imation provides independent storage services and solutions to meet changing information management needs. With Imation, you benefit from nearly 50 years of leadership in data storage media production and service. We have a global presence—operating in 60 countries—and provide storage solutions for a wide array of businesses and industries. We can supplement your internal IT resources with our industry-specific knowledge, experience, and proven problem-solving capabilities. Imaginative storage solutions for today and tomorrow—that's Imation.

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