

Understanding Cloud Storage for Mainframes

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Why Cloud Storage?

- Cloud Storage and Cloud Computing are changing how IT operates – outside of the mainframe data center
 - According to 2013 Symantec report 94% of enterprises are now discussing cloud storage
 - “A majority of respondents (80%) already have some sort of cloud storage in place” *Study by Avere*
 - “the total cloud storage market is expected to reach \$46.8B by 2018 with a CAGR of 40.2%” *Markets and Markets report*
- Concerns and Questions
- Use Cases
- CloudTAPE - How it Works
- CloudTAPE Advantages

Why Cloud?

- Concerns and Questions (from Symantec study)
 - Unintentional storage of confidential data in the Cloud
 - Multiple storage strategies are complicated to manage
 - Slow to recover data from the cloud
 - Fear of losing data out of enterprise control
 - No easy way to implement a cloud tier
 - Privacy concerns – who is allowed to access my data?

Cloud Storage: Customer Feedback as reported by Nirvanix

Cloud Storage:

- Deployed as a Service
- Usage-based Pricing
- No Maintenance/Tech Refresh Fees
- Help in Eliminating CapEx
- Elastic Flexibility
- Web-based Access
- Guaranteed SLAs
- Accessed via the Internet or dedicated network link

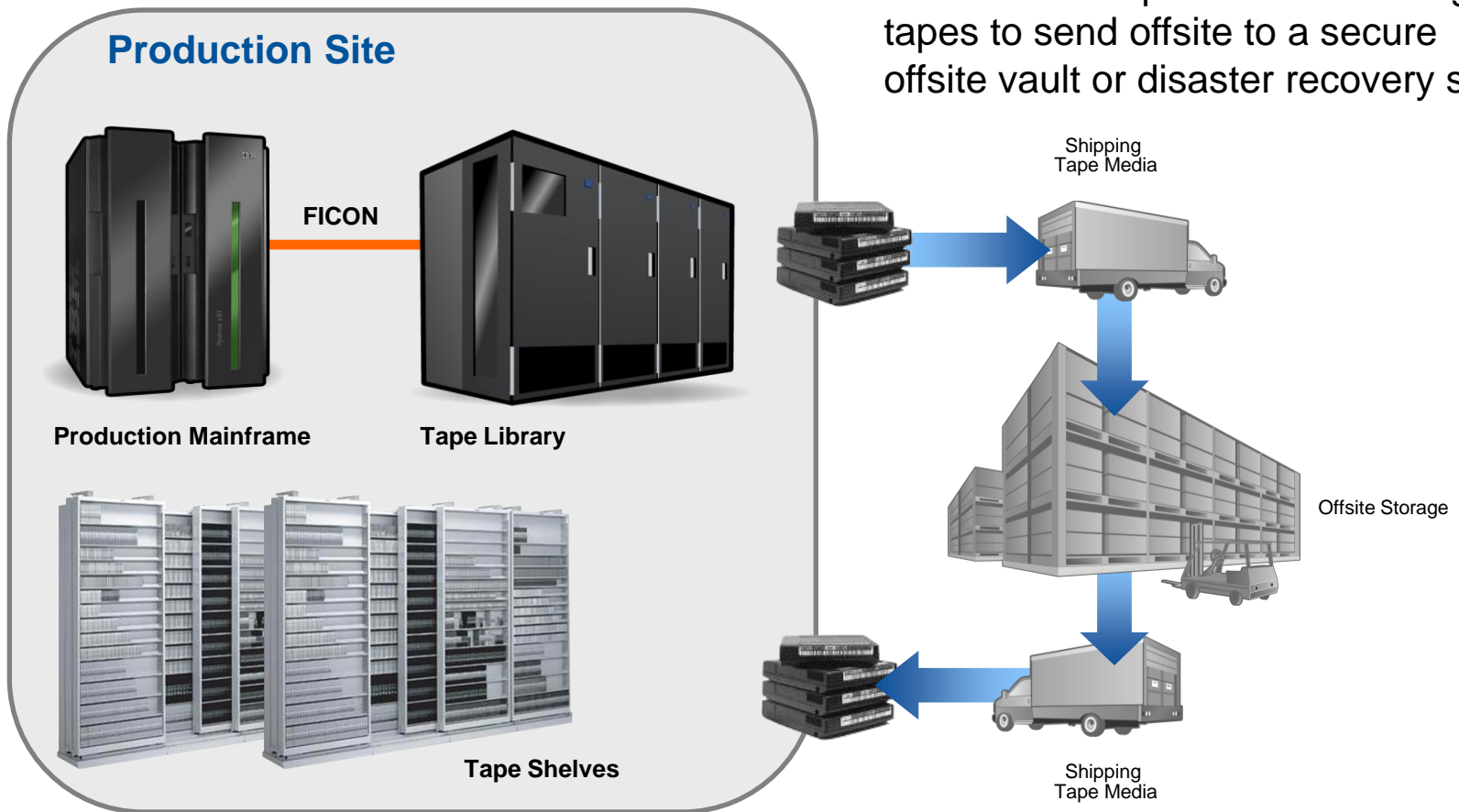


Why Cloud Storage for Mainframe?

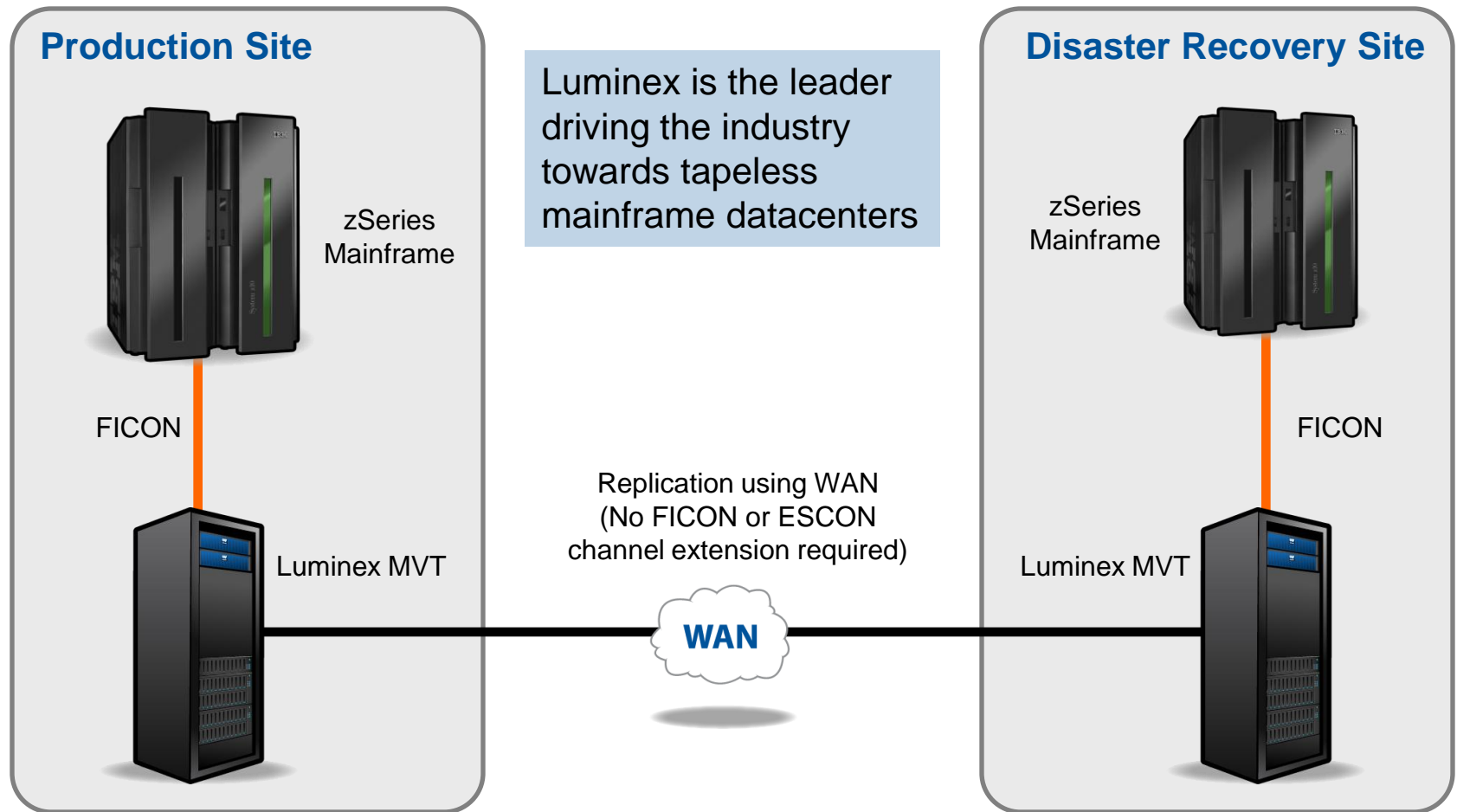
- Replace Remaining Physical Tape Infrastructure and Processes
 - Equipment
 - Consumables
 - Transportation
 - Warehousing
 - Floor Space
 - Additional Data Centers
 - Management

Traditional Physical Tape Vaulting and Recall

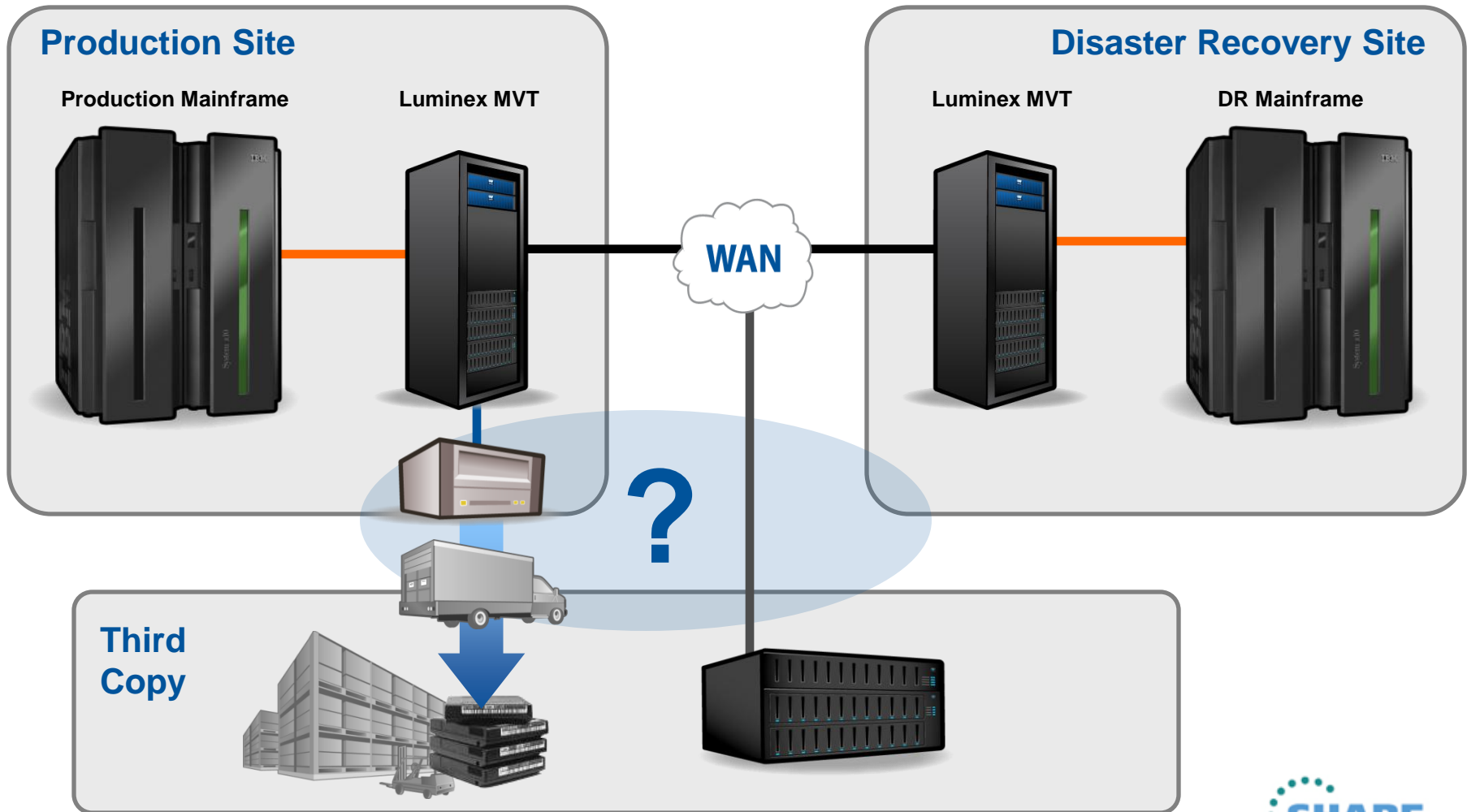
The traditional process of creating tapes to send offsite to a secure offsite vault or disaster recovery site



Data Centers and Disaster Recovery without Physical Tape

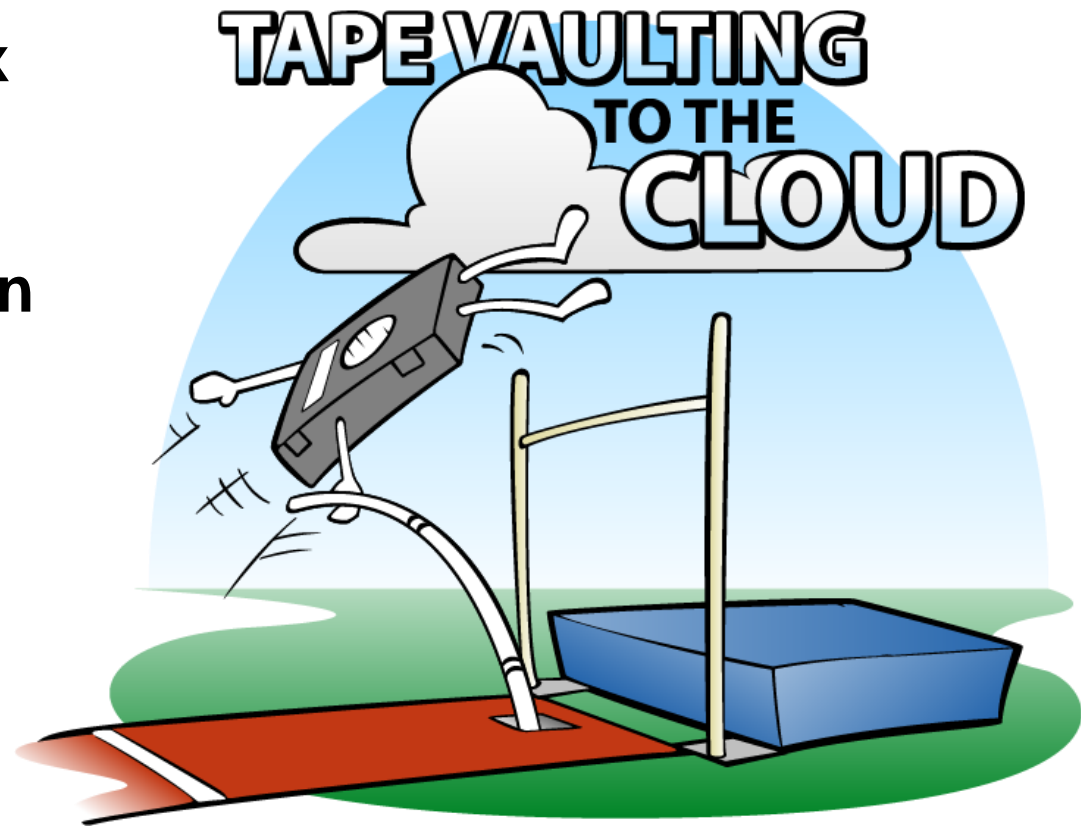


3rd Site Tape Archive



“Luminex and Nirvanix Introduce World’s First Cloud-based Tape Vaulting Solution For Mainframe Environments”

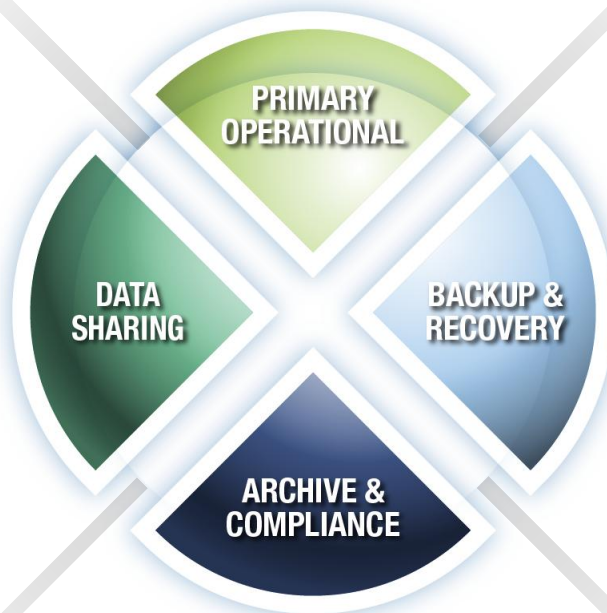
*August 8, 2012, at SHARE IBM
Mainframe User Group*



Mainframe Tape Performance Characteristics

LOCAL SITE

- Fast Read/Write Critical
- Frequent Activity



LOCAL SITE

- Fast Write Critical
- Read Speed Not Critical
- Frequent Activity

REMOTE SITE

- Fast Read during DR event/test Critical
- Infrequent Activity

LOCAL SITE

- Write & Read Speed Not Critical
- Infrequent Activity

REMOTE SITE

- Write & Read Speed Not Critical
- Infrequent Activity

Understand Your Data Tape Analysis by Age Report

Category	Capacity (GB)	Current Volumes	% of Total	Cumulative % of Total
5+ Years	117,655.34	69,929.00	8.47%	8.47%
3+ Years - 5 Years	179,092.39	64,788.00	12.89%	21.35%
1+Years - 3 Years	260,912.72	94,375.00	18.77%	40.13%
181 Days - 1 Year	227,960.98	84,509.00	16.40%	56.53%
91-180 Days	153,766.02	57,078.00	11.06%	67.60%
61-90 Days	65,719.32	24,592.00	4.73%	72.32%
31-60 Days	61,356.24	20,044.00	4.41%	76.74%
0-30 Days	323,259.88	140,785.00	23.26%	100.00%
Summary:	1,389,722.89	556,100.00	100.00%	100.00%

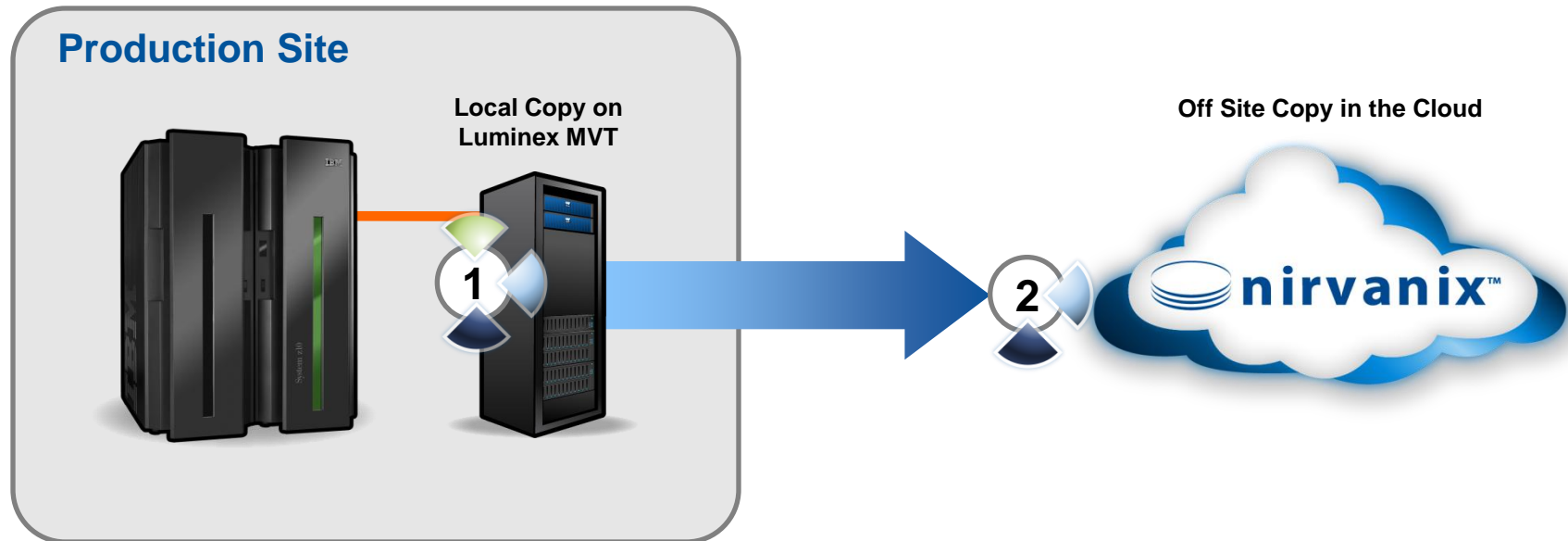
- ~68% of Tape data is more than 90 days old

Understand Your Data

Tape Analysis by Age Report

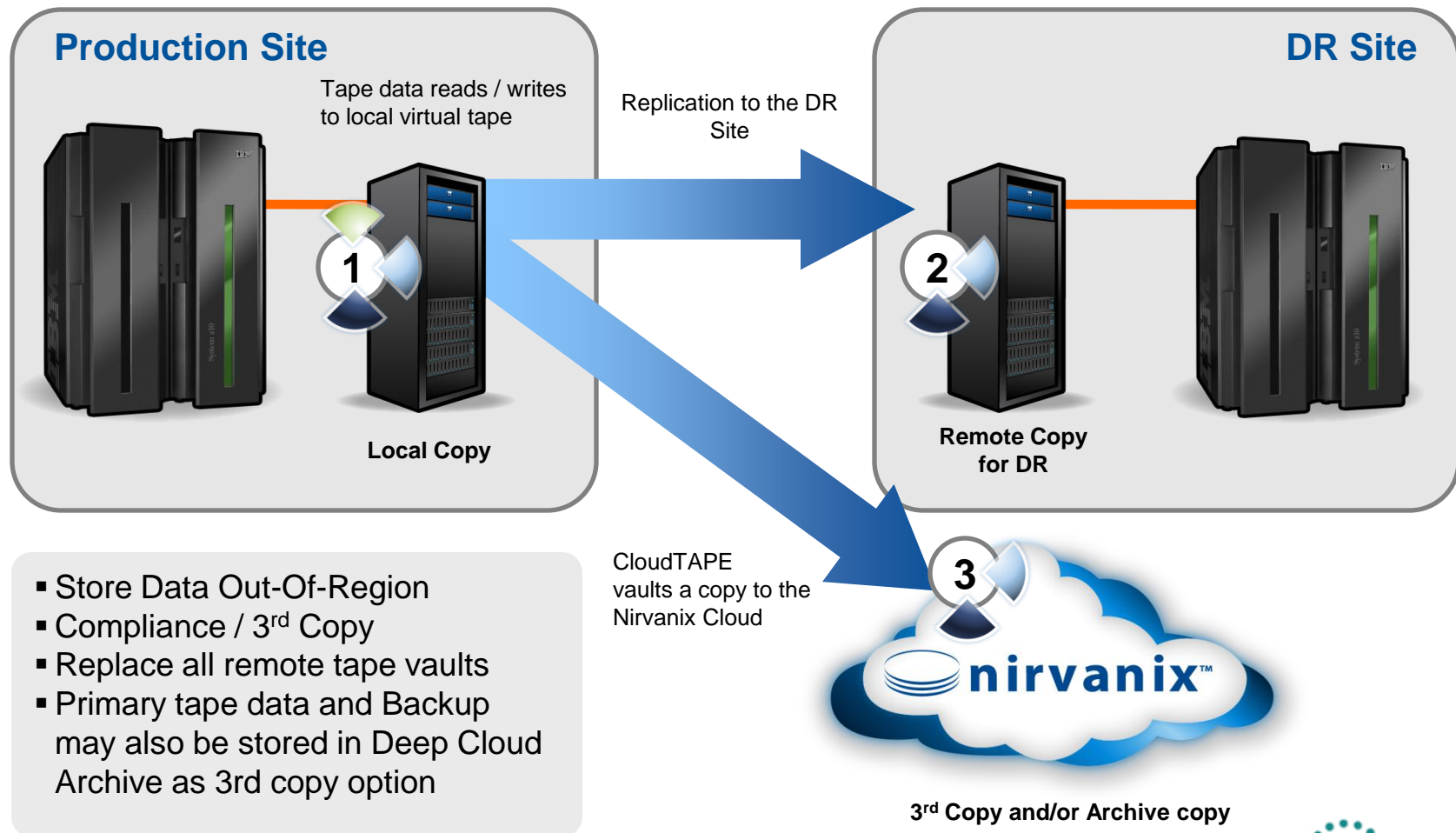
Category	Capacity (GB)	Current Volumes	% of Total	Cumulative % of Total
5+ Years	611,116.17	39,465.00	41.09%	41.09%
3+ Years - 5 Years	304,034.82	10,697.00	20.44%	61.53%
1+Years - 3 Years	437,680.34	41,195.00	29.43%	90.95%
181 Days - 1 Year	40,843.12	6,671.00	2.75%	93.70%
91-180 Days	38,887.56	10,059.00	2.61%	96.31%
61-90 Days	9,564.28	3,242.00	0.64%	96.96%
31-60 Days	11,030.01	3,815.00	0.74%	97.70%
0-30 Days	34,238.84	13,431.00	2.30%	100.00%
Summary:	1,487,395.13	128,575.00	100.00%	100.00%

Off Site Copy

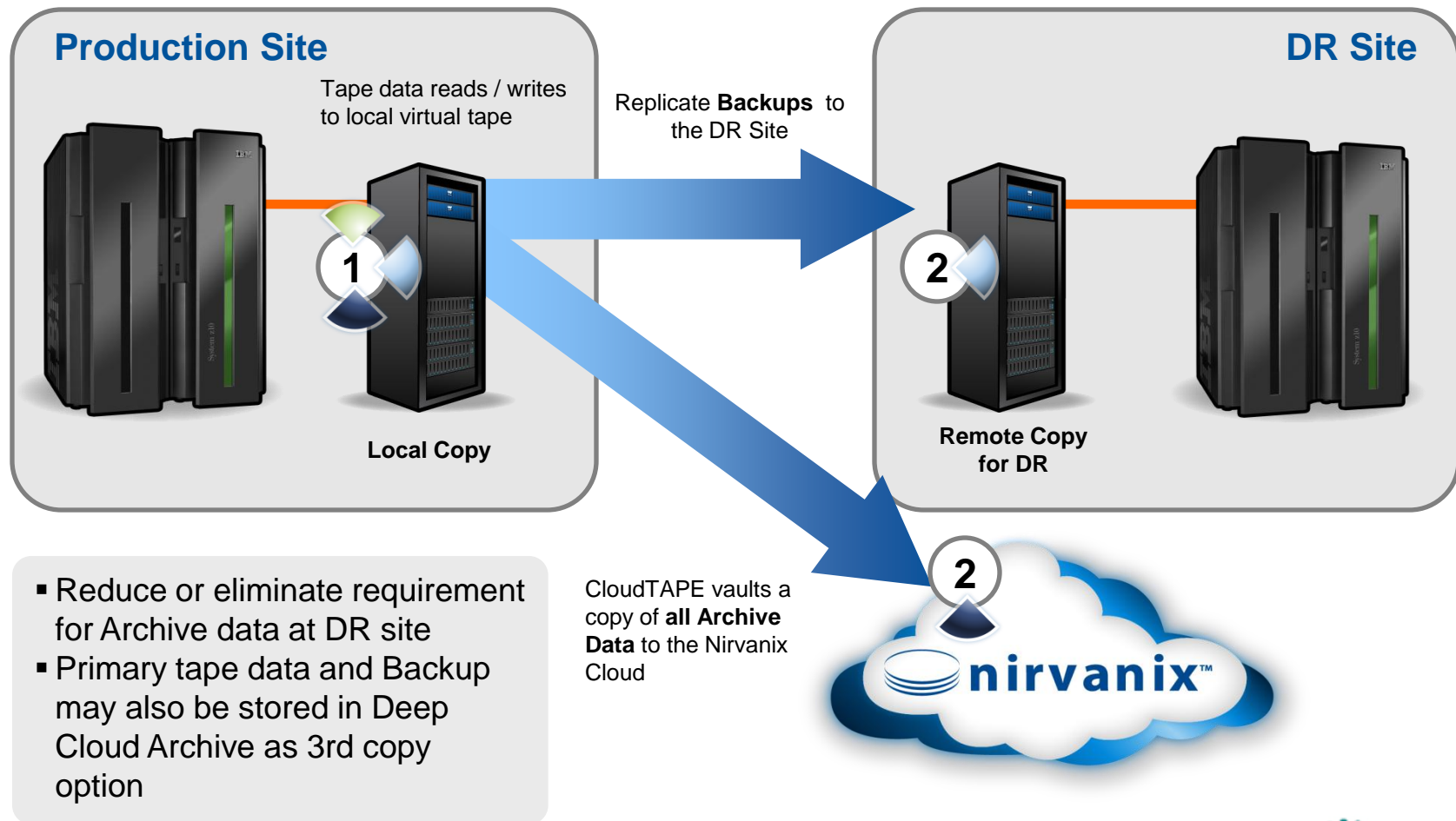


- Provide remote storage and redundancy without the cost and overhead of a dedicated DR or bunker site

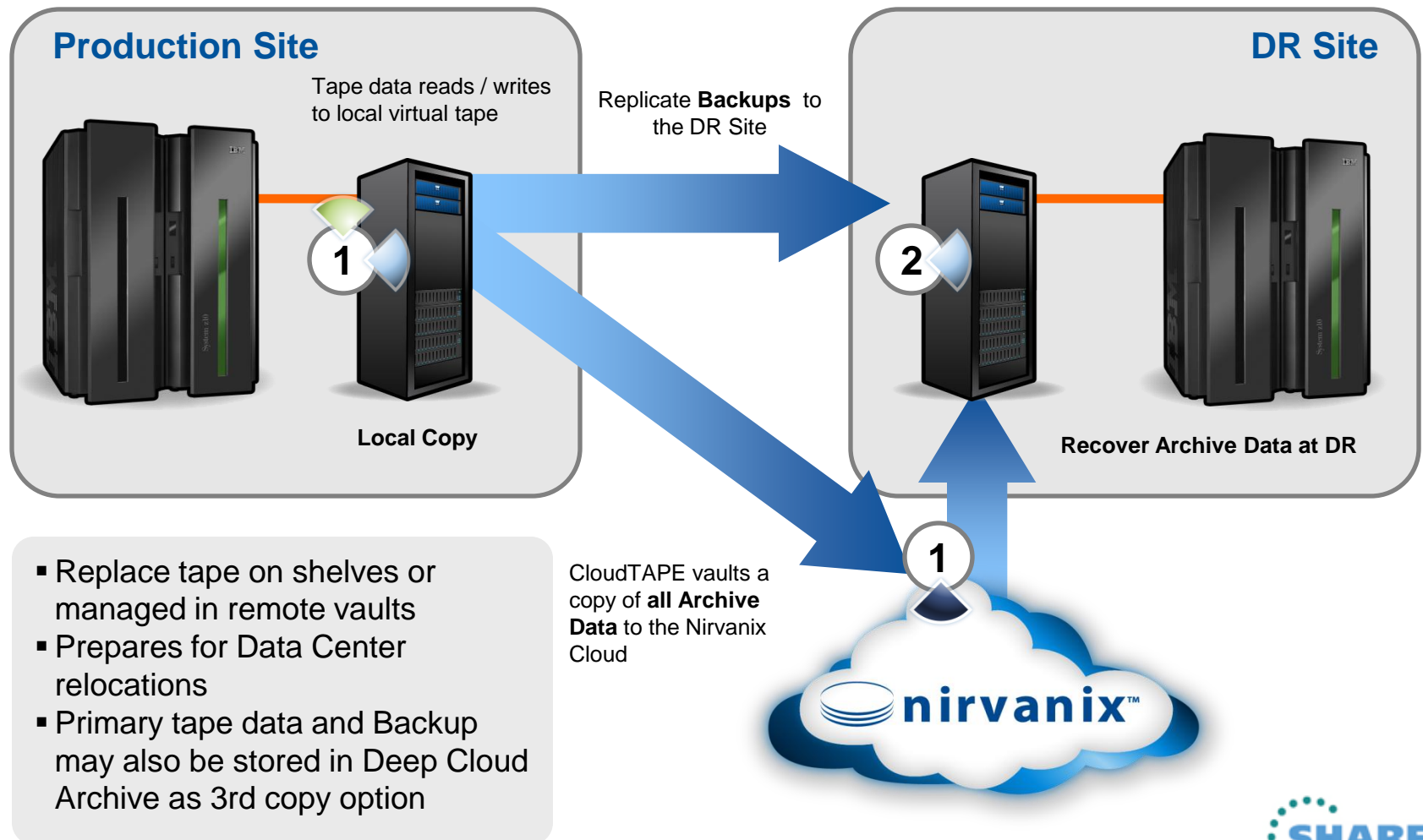
3rd Copy and/or Archive



2nd Copy, Archive Data not stored at DR

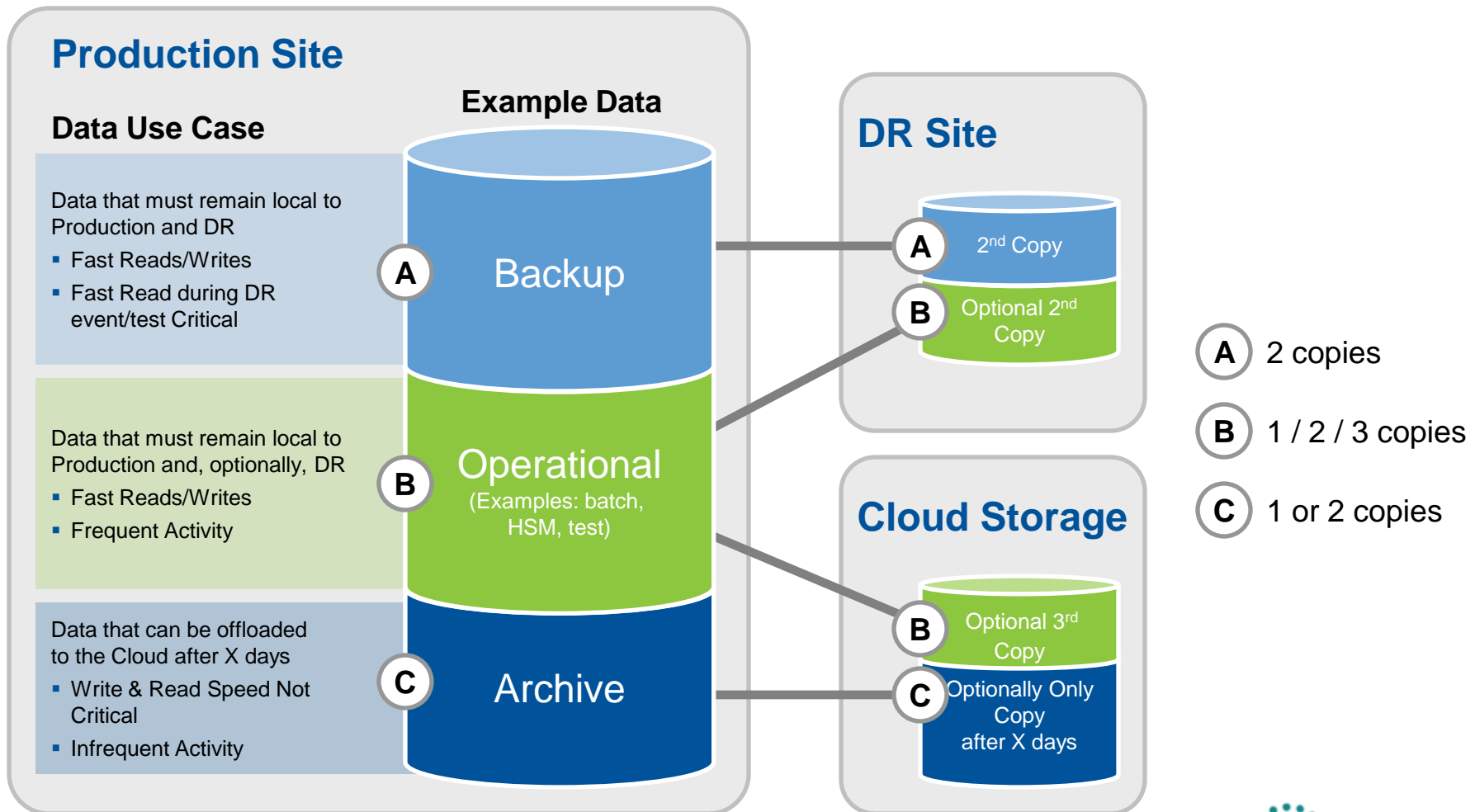


Offsite / Compliance / Deep Archive Stored Only in Cloud



How it Works

CloudTAPE Intelligent Storage Management

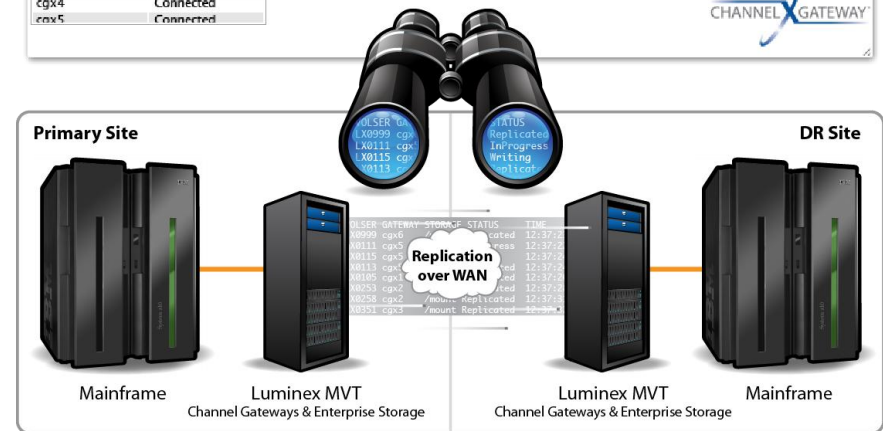
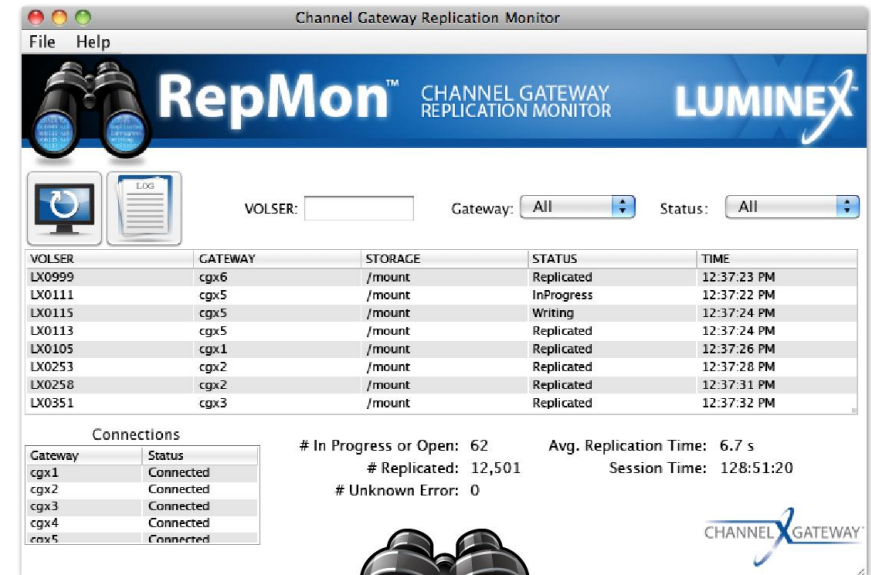


CloudTAPE Replication & Vaulting

Integrated with proven RepMon mainframe VOLSER-based replication software

Provides **real-time status monitoring and logging** of virtual tape data writes and replication to the Nirvanix cloud at the VOLSER level

- Provides visual and audit capabilities to confirm when tapes are “in the cloud”
- Satisfy legal and audit concerns
- No chain of custody issues



Mainframe Host-based storage allocation

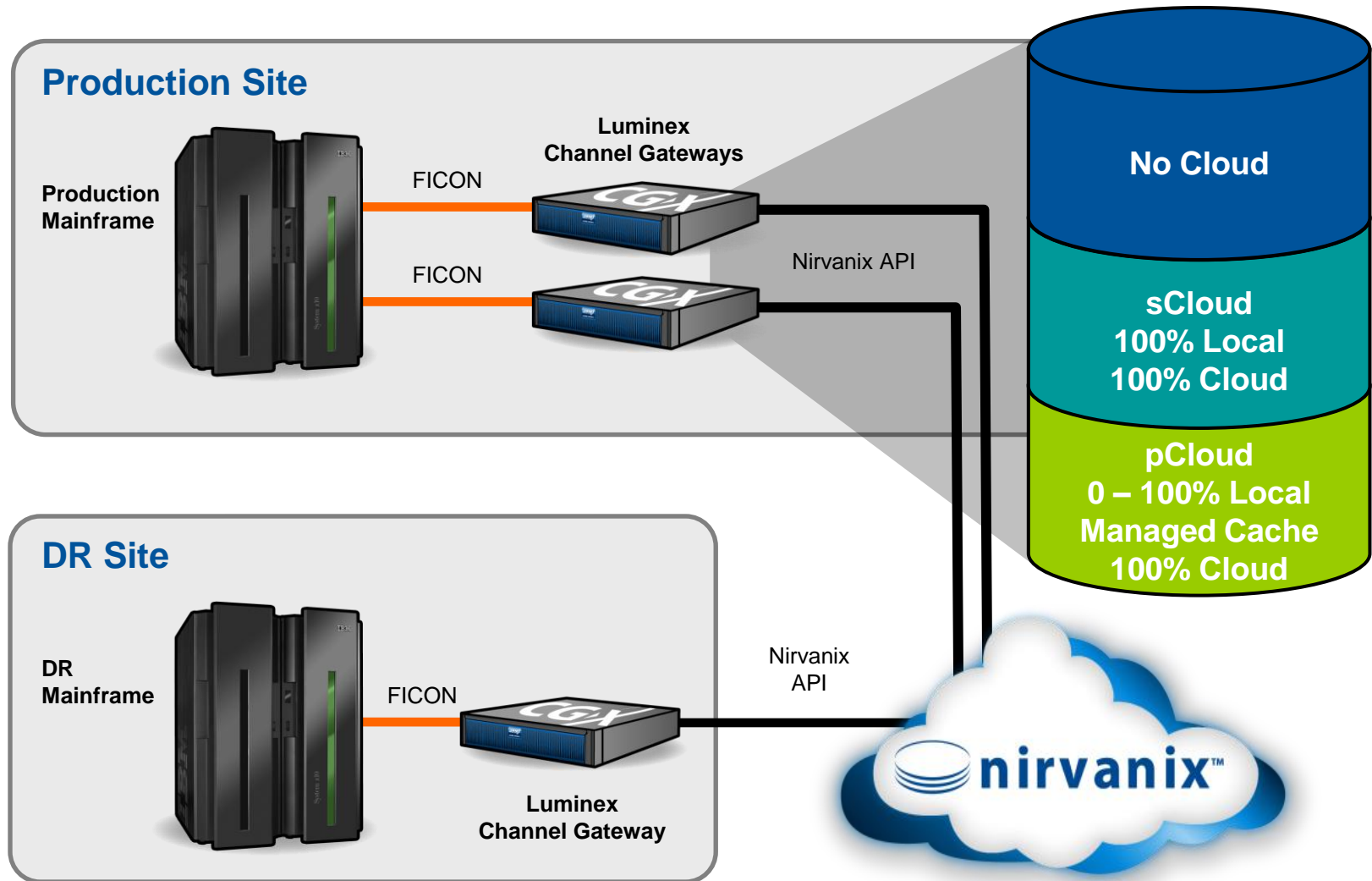
- Uses Luminex TMACS – Tape Monitoring and Allocation Control Steering
 - Sort / Filter options, including by volser range, dataset names, etc.
- Esoterics
- Additional capabilities for host-based data tiering planned in future releases

Encryption and Security

- It is essential to encrypt data PRIOR to it being sent to the cloud storage
 - Processes and key management in your total control
 - Ensure that any breach of the cloud storage data center does not risk your data
 - Ensure that data cannot be mis-used or subject to government request without your involvement
- Integrates with and leverages CGSafe Luminex encryption and key management



CloudTAPE – How it Works

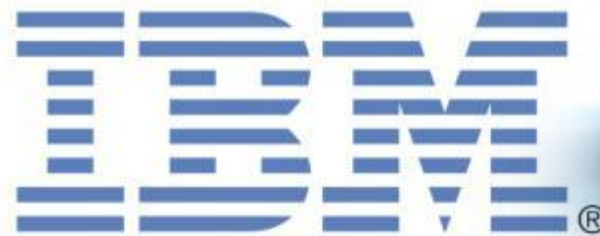


The Largest IT Services Company in the World Selects Nirvanix for Cloud Storage



SERVICES TOP 100 The world's largest IT services companies

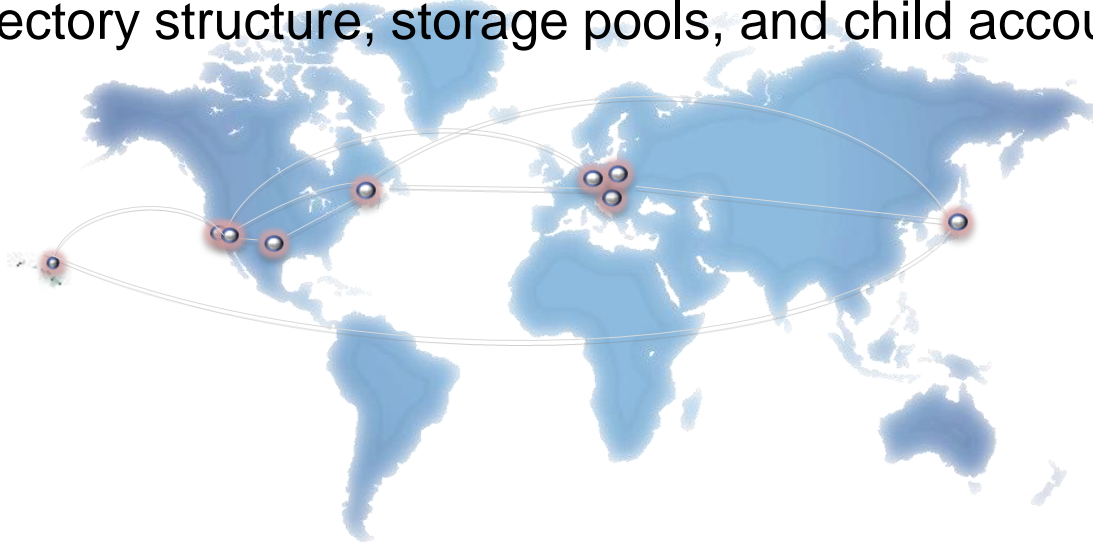
- **#1: IBM \$37B**
- **Nirvanix and IBM Signed a 5-Year OEM Pact**
- **IBM is integrating Nirvanix cloud storage technology into its SmartCloud Enterprise services portfolio**
- **IBM determined Nirvanix is the only cloud storage suitable for IBM's global enterprise customer base**



Battle-Hardened, Proven Second Generation Cloud Storage Technology

The Cloud Storage Network

- 10 globally distributed nodes under a single namespace
 - Honolulu, LA, Las Vegas, Dallas, New Jersey, Frankfurt, Geneva, Bern, Tokyo
- Fully redundant infrastructure with integrated load balancing
- SAS 70 Type II compliant operations, physical security
- Secure multi-tenant file system, encryption, SSL
- Full directory structure, storage pools, and child accounts



CloudTAPE Advantages

- Better Access
 - Access to a 2nd or 3rd copy of mainframe tape anywhere in the world, at any time
- Save money
 - Eliminate the cost associated with physical tape media, shipping and off-site storage for vaulting
- Simply Secure
 - Eliminate security issues with physical media
- Compliance
 - Geographic Dispersal of Archive Data
- No changes!
 - Non-disruptive to existing tape applications and datacenter operations

Why Luminex?

- Luminex is the leader in solving real-world customer issues moving to modern mainframe data centers
- Proven Innovation and Technology Leader
- Proven Customer Advocate