

Lunch and Learn: How CA Technologies and Microsoft Help Drive Down Costs of z Systems™ Storage

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Abstract

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Looking for a simple way to achieve cost-effective z Systems™ storage? Join CA Technologies and Microsoft for an interactive discussion on the evolving role of cloud innovation and z Systems™ in today's new application economy to help IT derive real business value through operational and cost efficiencies.

Your tape and disk systems are like trusty friends – and you have relied on these dependable storage media to backup, restore, archive and recover z Systems™ data. And with your organizations' digital information growing from gigabytes to petabytes seemingly overnight, what options are available to datacenters when technology leapfrogs in a seemingly regular cadence? Buy more hardware?

Don't be forever caught in "catch up" mode when it comes to your storage infrastructure. Attend this Lunch and Learn and discover how CA Cloud Storage for z Systems™, featuring Microsoft Azure, simplifies the process of storing mainframe data in the cloud and help lower data center storage costs to pennies per GB. Hear compelling ROI cases how re-envisioning your existing storage methodologies can help you store more and spend less – yes, it's possible!

Agenda

1

STORAGE TECHNOLOGY PARTNERSHIP

2

SOLUTION OVERVIEW

3

GLOBAL PRESENCE

4

LEVERAGING A UNIFIED INFRASTRUCTURE APPROACH

5

A LOOK INTO THE FUTURE

Driving Down Costs of z Systems™ Storage

How would you characterize your current mainframe storage backup and archiving infrastructure?

1

MEETS ALL OUR NEEDS

2

DATA GROWTH IS OUTPACING STORAGE CAPACITY

3

DATA PROTECTION COSTS ARE GROWING QUICKLY

4

INSUFFICIENT FLOOR SPACE TO ACCOMMODATE NEEDED CAPACITY

Storage Technology Partnership



Microsoft Azure

Data Virtualization Software

Cloud Connector

Gateway to open systems from
z Systems™

Patent-pending technology

NASDAQ: CA
(FY14 Rev: \$4.5B)

Cloud Storage Provider

Highly durable & scalable

Multiple copies of data

Financially backed SLAs

NASDAQ: MSFT
(FY14 Rev 83.8B)

Microsoft Azure



Tape is Still Our Friend, However, There Are Options

■ Reasons to use tape

- Tape can provide high-capacity storage;
- Tape is a low cost media for data back-up;
- Data can be stored off-line or off-site – so it is not exposed to viruses or breaches;
- Data can be encrypted on tape; and,
- And Write Once Read Many (WORM) technologies can be used to prevent information overwrite

■ Reasons to consider cloud storage

- Lower cost thanks to better compression algorithms which reduce storage capacity requirements;
- Aggressive pay-as-you-grow pricing – with significant discounts for low priority tier 3 storage
- Better ways to manage data (on-line as opposed in a physical vault);
- Decreased recovery time (this is especially important when recovering from a disaster);
- Improved reliability, security

Microsoft Azure



Tape Storage Systems: Our Trusted Friends

- We've relied on dependable tape and DASD storage media to backup, restore, archive and recover System z data
- Now consider: IBM's **EOS Announcement 914-145**

- What are your options?
 - Do Nothing
 - Continue Tape Acquisition
 - Break the Cycle

- Consider These Scenarios
 - Streamline recovery
 - Long term archive needs
 - Compliance

Potential Benefits of Cloud Storage

Financial

- Lowered cost
- Pay-as-you-grow



Logistical

- Easier to manage
- Decrease MTTR



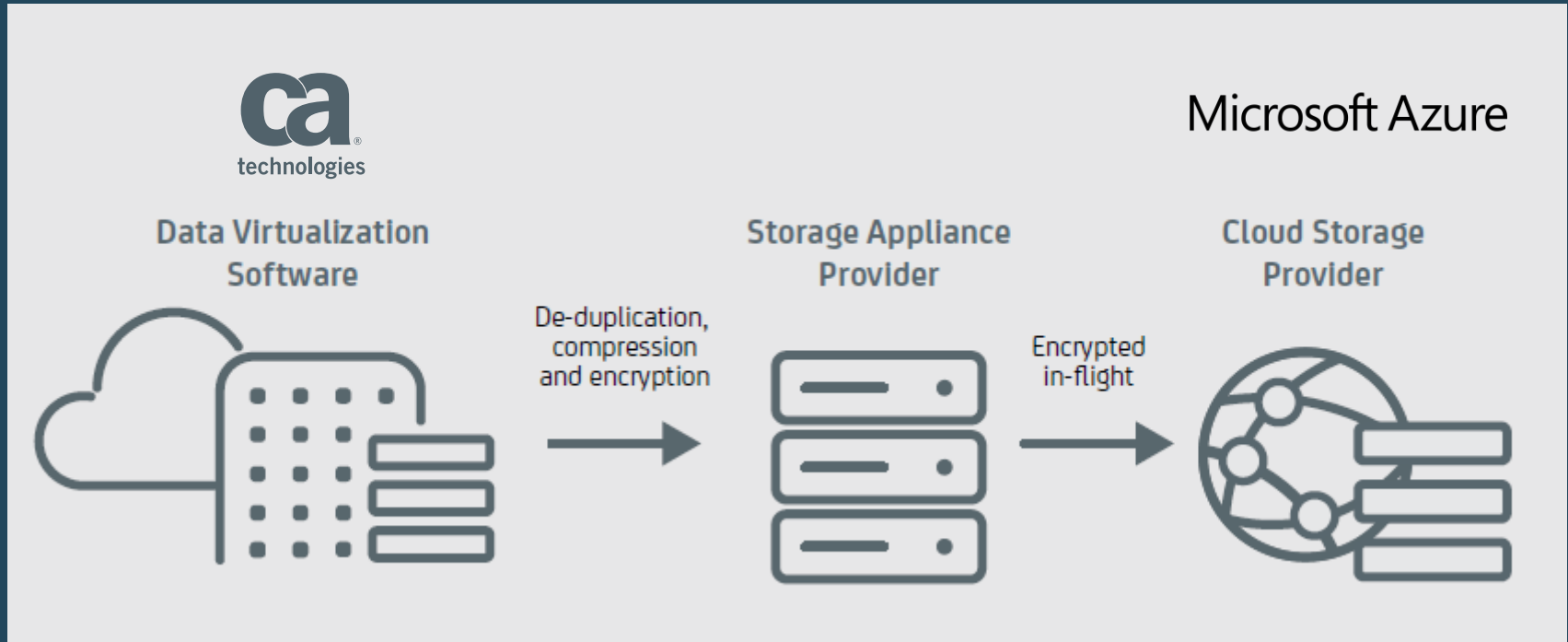
Service Delivery

- Business Continuity
- Improved reliability



CA Cloud Storage Solution Overview

Moving From Reactive to Proactive Storage Management with an On-Demand Cloud Solution

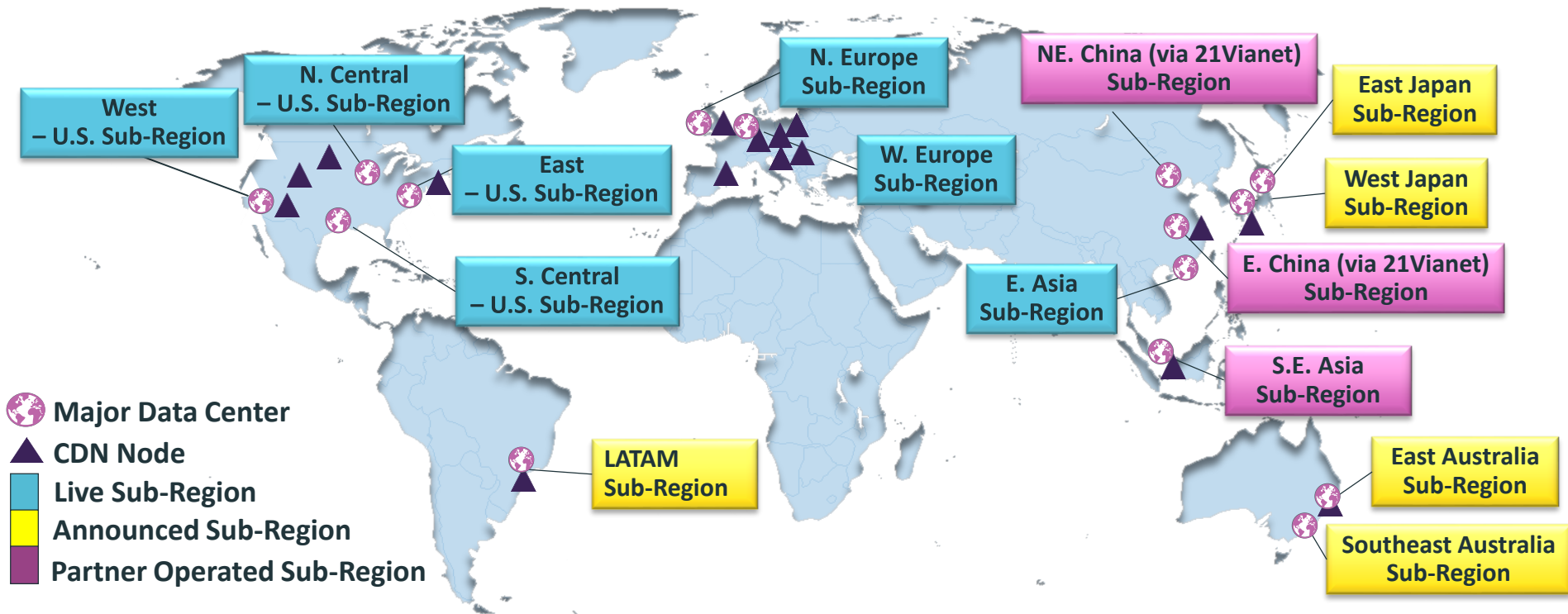


Global Data Center Presence

North America Region

Europe Region

Asia Pacific Area



24 x 7 x 365 support.

89 markets worldwide.

2x Compute and storage every six months.

Microsoft Azure



Windows Azure Compliance

PROGRAM	DESCRIPTION	STATUS
EU-US Safe Harbor Framework	Legal transfer of data to Microsoft from within EU	Complete
ISO27001	Broad international information security standard	Complete (for core services)
SAS 70	US accounting audit standard	Replaced by SSAE 16
SSAE 16 (SOC 1 Type 2)	Replacement for SAS 70 Type 2	Complete (for core services)
FISMA / FedRAMP	Required by law for US Federal agencies and looked on favorably by other government agencies	Complete
EU Model Clauses	Robust commitment for handling EU personal data and transfer to US	Complete
HIPAA BAA	Protected health information in the US	Complete (for core services)
PCI – DSS	Payment card data security standards	Complete

Case Study #1

SMALL HOLDING COMPANY - REGULATES ELECTRIC AND NATURAL GAS AND OTHER ENERGY- RELATED BUSINESSES

CORPORATE-WIDE INITIATIVE TO MOVE VARIOUS FUNCTIONS TO THE CLOUD

BACK-UP FUNCTION USED PHYSICAL TAPE

EMPLOYED MANUAL TRANSPORTATION – AND THEN USED OFFSITE VAULTING

PROJECTION:
5-YEAR TCO STUDY
WOULD REALIZE A
45%
COST SAVINGS

Case Study #2

GLOBAL RESEARCH, MANUFACTURING AND
DISTRIBUTOR OF PHARMACEUTICALS

NEEDED A COST EFFECTIVE LONG TERM DATA
RETENTION SOLUTION FOR FILES AND DATA

BACK-UP FUNCTION USED PHYSICAL TAPE

EMPLOYED MANUAL TRANSPORTATION – AND THEN
USED OFFSITE VAULTING

PROJECTION:

5-YEAR TCO STUDY
WOULD REALIZE A

35%

COST SAVINGS

Solution Differentiators

Capacity On-Demand



No Unutilized Capacity



Greater Productivity



Shrink Costs



Reduce Time



“Open” Solution



Process Optimization



Simplified Management



Summary Innovation Delivered!

A cloud-enabled
solution that
reduces cost,
protects data and is
easier to manage



Q & A

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