

## Monash University

### Primary Storage Optimization

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<http://www.monash.edu>

Industry: Higher Education  
Company Size: 10,001+



MONASH University

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## The Opportunity

- Monash University is looking to purchase a SAN (block) array and a NAS (file) array for their office in Clayton within the next 3 months.

A member of the buying team affirmed the upcoming purchase and project - completing a questionnaire/interview and detailing what they are (and aren't) addressing in the scope of their upcoming spends.

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## Current Solutions

- Do you currently run a SAN and/or NAS system? Yes
- SAN and/or NAS Storage Capacity Installed
  - 1PB+
- Storage Vendors Installed
  - EMC
  - NetApp
- Challenges with Existing Storage
  - Lack of adequate capacity
  - Entering end of life cycle
- Storage Efficiency Technologies Deployed
  - Data reduction (deduplication/compression) for primary storage
  - Data archiving

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## Key Purchase Considerations

In this section, we detail the specifics of the problems your prospect is looking to solve, the solutions they are considering, and the specific drivers of their upcoming decisions.

- Storage Array to Purchase
  - SAN (block)
  - NAS (file)
- Storage Efficiency Technologies to Purchase
  - Data reduction (deduplication/compression) for primary storage
  - Data archiving
- Primary Objectives of Purchase
  - Increased storage capacity
  - Replace older hardware entering end of life cycle.

## SAN (block)

- Drivers of SAN array Purchase
  - Need more general capacity
  - End of life replacement for existing hardware
- Applications to Deploy on New SAN Array
  - Database applications
  - Web and application serving
- Storage Capacity for New SAN Array
  - More than 500 TB
- How much do you expect the required capacity of your new SAN array to increase year over year for the next few years?
  - 31-40% per year
- Speed/Bandwidth Requirements
  - 16 Gbps FC
- Speed Interface Requirements
  - 40 Gbps Ethernet
- Vendor(s) Considering for Purchase
  - EMC
  - NetApp
- Key Purchase Features
  - Number of LUNs supported
  - Multipathing

## NAS (file)

- Drivers of NAS System Purchase
  - Need more general capacity
  - End of life replacement for existing hardware
- Applications to Deploy on New NAS System
  - Database applications
  - Web and application serving
- Storage Capacity for New NAS System
  - More than 500 TB
- How much do you expect the required capacity of your new NAS system to increase year over year for the next few years?
  - 11-20% per year
- Protocol(s) Requirements
  - NFS
  - CIFS
- Speed Interface Requirement
  - 40Gbps Ethernet
- Vendors Considering for Purchase
  - EMC
  - NetApp
- Key Purchase Considerations
  - File system size
  - Clustering support

## Emerging Technologies

- Which Emerging Storage Technologies is Your Organization Considering for Purchase
  - Object-based storage
- Key Purchase Considerations
  - Price
  - Performance
  - Features & Functions


## Additional Technologies/Services

- Is your organization considering other technologies or services as part of this project (or directly related to this project)?
  - Server Hardware
  - Cloud Storage

## Suggested Contact Call Strategy:

This report reflects a project happening at this account, and your ability to reach and engage specific contacts will help determine your success. **This report is based on direct input from a member of the buying team.** To help prioritize your outreach plan, the contact information that follows includes highlighted TechTarget prospects, who are by definition IT pros who research technology purchases. Also included are IT team contacts we've obtained from publicly available sources. We recommend you start your outreach with the TechTarget prospect(s) listed below. Then, continue to surround the opportunity by reaching out to the contacts you know already in your CRM system, as well as the publicly-sourced contacts we provide. The project is in play – put yourself in the best position to penetrate the account and win the deal.

## Contact

Name	[REDACTED]	
Title	Network [REDACTED]	
Email	[REDACTED]@monash.edu	
Phone	[REDACTED] (Direct)	
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LinkedIn	<a href="http://au.linkedin.com/pub/[REDACTED]">http://au.linkedin.com/pub/[REDACTED]</a>	

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