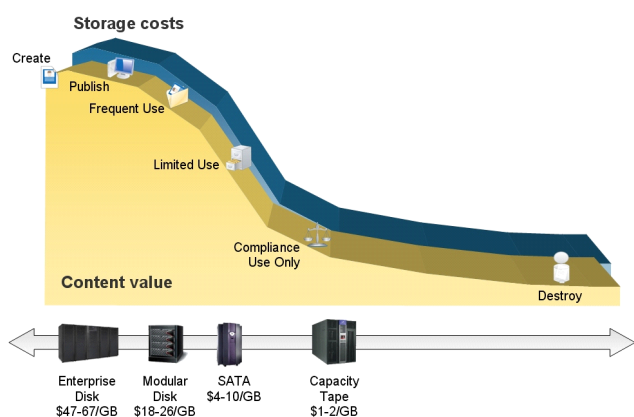


# Intelligent Storage Management with the Open Text ECM Suite

## Reduce Storage Costs Across the Enterprise

Identifying ways to save costs is always a key initiative for many organizations. For IT departments, one of the largest costs is storage, and the Open Text ECM Suite can play a crucial role in reducing this cost by millions of dollars.



As the business value of content decreases, the cost to maintain it should also decrease

At the same time, storage vendors charge extra for any technologies that might reduce storage costs—such as tiered storage, single instancing, and compression—while managing data at the storage layer. This means that migrating from their products is an arduous process, and it gives vendors the upper hand when negotiating future enterprise agreements, which is not a recipe for cost savings.

Open Text help bring storage expenses under control in the wake of increasing storage demands and a disincentive from storage vendors to reduce your costs.

The Archiving component of the Open Text ECM Suite integrates ECM with storage virtualization. The solution drives storage according to business context, harnessing the rich metadata of IT applications to optimize storage—including migrating data automatically through multiple storage tiers, leveraging less expensive media, while providing high-end storage services to further reduce storage demands.

### Storage Optimization using the Archiving Component of the Open Text ECM Suite

Intelligent storage management is enabled by deploying the products that comprise the Archiving component of the Open Text ECM Suite to optimize storage according to your organization's specific needs.

The Archiving component of the Open Text ECM Suite includes products that manage content storage for file systems, email, Microsoft® Office SharePoint Server, SAP® Business Suite applications, and the Open Text Enterprise Library—before the data gets to the storage layer. It applies high-end storage services and archives the content in one or more logical volumes according to the metadata that best suits your organization, including file attributes, application data categories, classifications, and records management lifecycle information.

The Open Text ECM Suite's integration of ECM metadata and storage virtualization is unique. Vendors that merely offer storage virtualization can only drive storage according to the most basic context, such as file system-based metadata. The Archiving component of the Open Text ECM Suite leverages the full context and lifecycle management of your content to drive storage location optimally.

### Benefits

- Reduces storage costs by up to 75%
- Protects your organization from storage vendor lock-in
- Provides users with seamless access to archived content
- Drives storage according to a broad array of metadata
- Integrates with Microsoft SharePoint, Microsoft Exchange, Microsoft Windows, SAP® Business Suite, and IBM Lotus Domino

Storage requirements are increasing organically by 20% or more every year as both file sizes and quantity increase. But more importantly, the nature of content itself is changing.

Media-rich content—such as podcasts, video, and the increasing content produced through Web 2.0 technologies—suggests a steeper growth curve. The continued push towards the digitization of all paper documents, such as invoices, along with the increasing demands of enterprise applications also serve to push the growth rate higher. Meanwhile, enterprise storage is significantly more expensive than the hard drives that users are accustomed to, and content is often duplicated for business continuity purposes.



Reduce storage costs move from \$50/GB to \$12.50/GB—with 100 TB of data, that's a savings of \$3,750,000.

## Substantial Cost Savings

Compression and single-instance archiving provide an immediate storage reduction by more than 50% in most cases. The ability to leverage less expensive storage systems through tiered storage can easily net another 25% savings. A realistic example might see storage costs be reduced from \$50/GB to \$12.50/GB—with 100 TB of data to deliver a savings of \$3,750,000.

Further estimating data growth at a conservative 20% per annum, 100 TB turns into 250 TB in just 5 years, with the Archiving component of the Open Text ECM Suite ultimately providing a savings of over \$9 million.

## A Bargaining Chip for New Storage Agreements

Historically, lower cost enterprise-class systems were comparatively slower and less capable. Times have changed, and the base hard drives now installed in most workstations are essentially the same ones used in an enterprise class, tier-1 SAN solution, but the costs are not similar at all.

These costs are not static either. Unlike commodity systems, enterprise-class software is sold by commission, with large discretionary discounts applied for volume and strategic reasons. Through the storage virtualization layer, the Archiving component of the Open Text ECM Suite enables intelligent storage management, ensuring that Open Text customers do not find themselves locked in with one storage vendor or facing a difficult and complex data migration to another vendor. Instead, they can mix or switch vendors without any negative impact on their data. That's a powerful bargaining chip.

## Feature Summary

<b>Products that deliver the Archiving component of the Open Text ECM Suite</b>	<ul style="list-style-type: none"> <li>• Open Text Content Lifecycle Management</li> <li>• Open Text Archiving for SAP Solutions</li> <li>• Open Text Document Access for SAP Solutions</li> <li>• Open Text Extended ECM for SAP Solutions</li> <li>• Open Text CLM Services for Microsoft SharePoint</li> <li>• Open Text Storage Services for Microsoft SharePoint</li> <li>• Open Text File System Archiving</li> <li>• Open Text Email Management products</li> <li>• Solutions built on the Open Text Enterprise Library</li> </ul>
<b>Storage services</b>	Block-level software compression, single instance archiving (storing only one copy of a file), managed tiered storage, encryption, replication, remote standby server, cryptographic timestamps (hardware or software based)
<b>Interaction with multiple storage types</b>	<ul style="list-style-type: none"> <li>• Storage Area Networks (SAN): supports all iSCSI-based and many fiber channel-based SANs, including API-level support for many high-end SANs</li> <li>• Network Attached Storage (NAS), including specific API-level support</li> <li>• Content Addressable Storage (CAS), including support for EMC Centera</li> <li>• Direct Attached Storage (DAS): supports any SCSI or iSCSI device</li> <li>• Write Once Read Many (WORM): supports traditional (CD/DVD) and newer hardware-enforced, disk-based systems</li> </ul>
<b>Storage virtualization</b>	Mix and match storage devices into one or more logical archives, breathing life into storage systems that might otherwise be decommissioned. Provides choice for new technologies without requiring the migration of existing content.
<b>Application-driven tiered storage</b>	Ability to leverage multiple storage tiers with a policy-based automatic migration tool, using the metadata already within the system.

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