

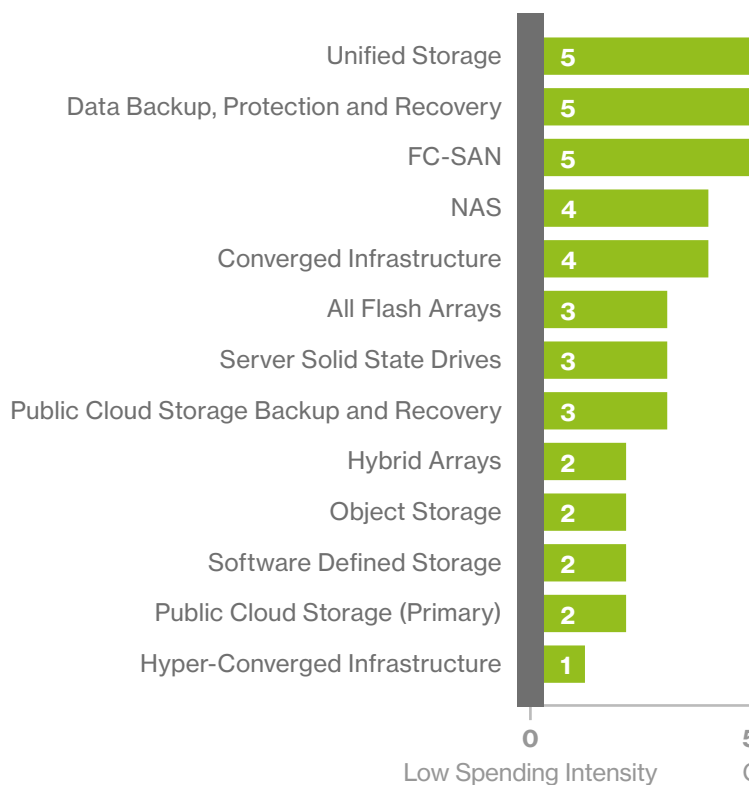
Storage Research Report

Key Finding

Fibre Channel-SAN and NAS remain frequent purchases along with rise of unified storage

The Storage Spending Index™ measures the most frequently purchased and widely deployed technologies. While Unified Storage heads the list, Fibre Channel storage area networks (SANs) and network attached storage (NAS) – the technologies that unified storage consists of – continue to generate spending independently. Fibre Channel SAN is third on the spending index, generating 15.8% of storage spending. NAS accounts for 13.2% of storage spending. More than 60% of respondents deploy FC-SAN or NAS systems now or have them in the pilot/evaluation stage, and more than one-quarter of storage purchasers say FC-SAN and NAS are annual purchases.

Storage Spending Index™ – Total sample



The Storage Spending Index™ is a financial measure that factors in size of annual spend, frequency of spend, planned spending increase over the next 12 months and breadth of deployment for each technology in the Market Landscape Study. Technologies are graded by quintile, where 1 represents low spending intensity and 5 represents greater spending intensity.

Source: Storage Market Landscape Study 2H 2015

About the TechTarget Research Peer Network

Making vendor evaluations and technology decisions that are the best fit and best value for your organization is now much easier. As a member of the TechTarget Research Peer Network, you gain access to our vast store of intelligence about the vendors on your short list. You'll know how each vendor is performing and discover specifics about how they've structured deals with peers.

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- How your peers negotiate with vendors to get more for less
- How the vendors on your short list are performing on a quarterly basis

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