

Storage Decisions

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2004 Purchasing Intentions Survey

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Methodology

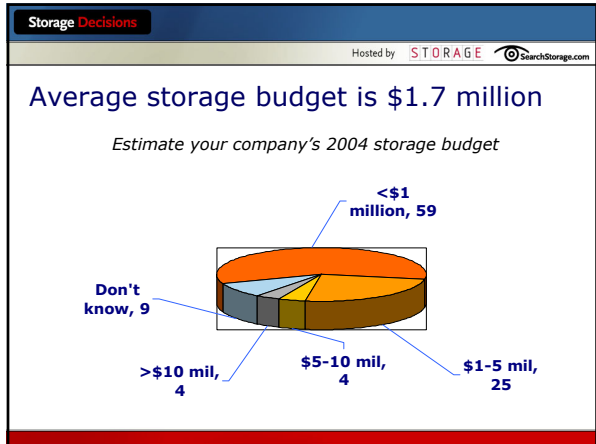
- E-mail survey conducted in February and March, 2004
- Respondents had specific purchasing authority.
- Results based on 635 respondents
- Some data compared to similar surveys in August and March of 2002 and 2003

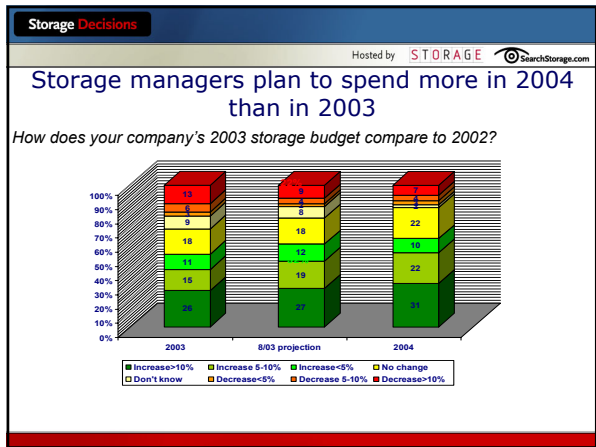
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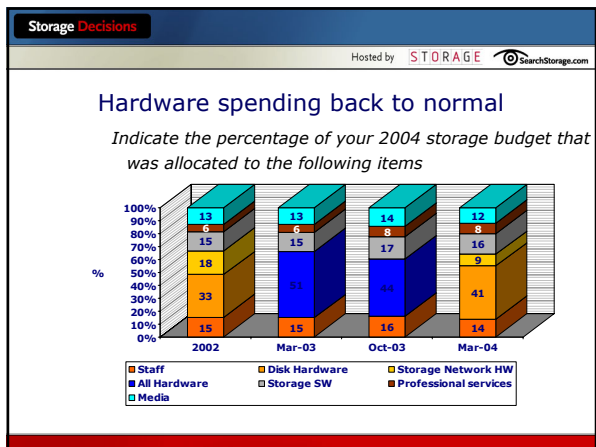
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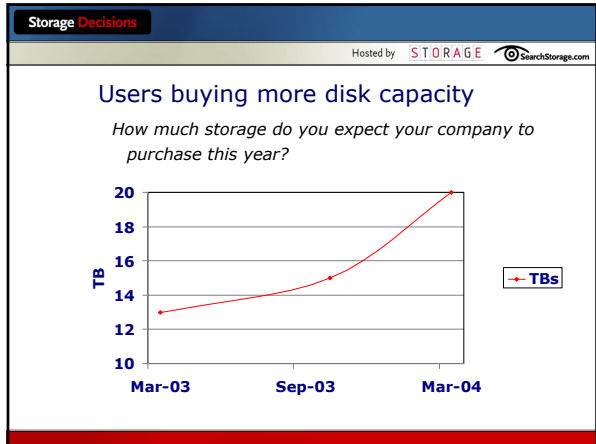
The big trends

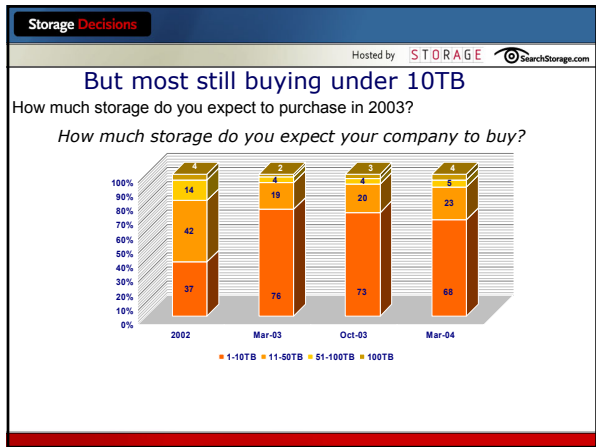
- Budgets are up
- Disk spending is up
- Tools remain a problem
- The move to disk backup has begun
- Tape taking on new importance as archiving becomes more important
- Networks slowly becoming more structured

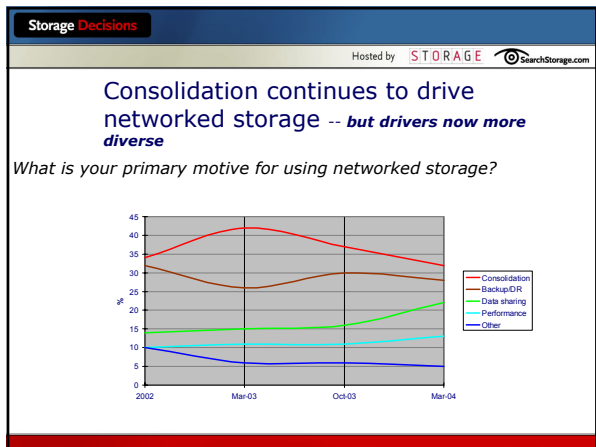


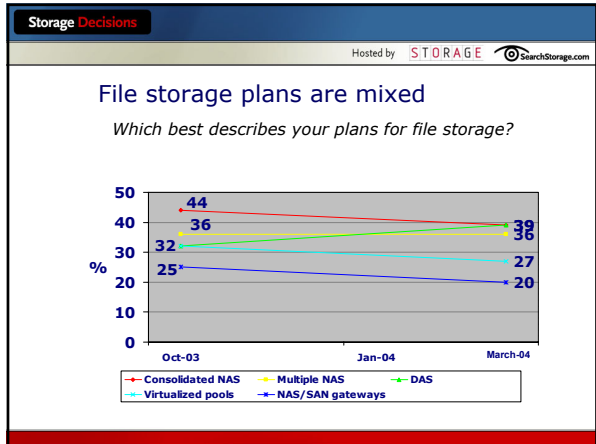


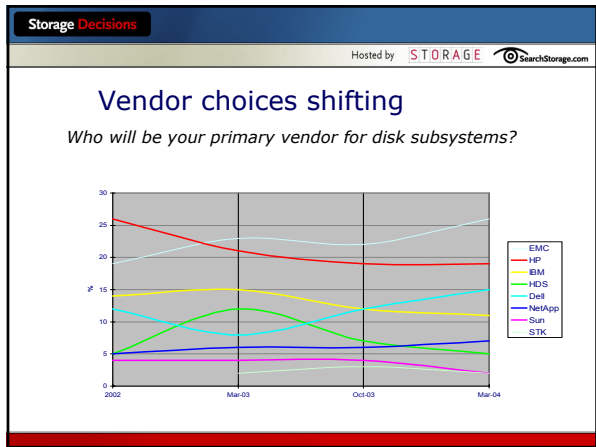


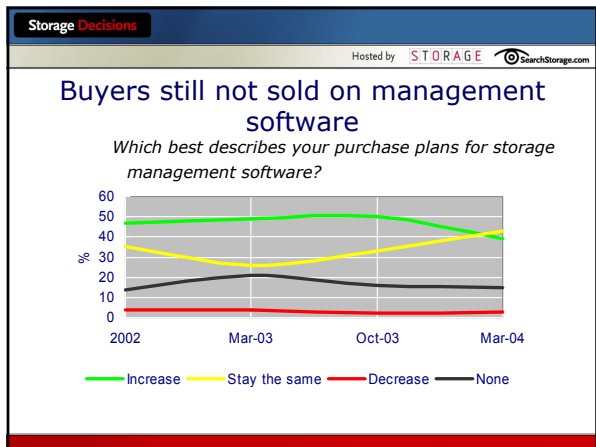


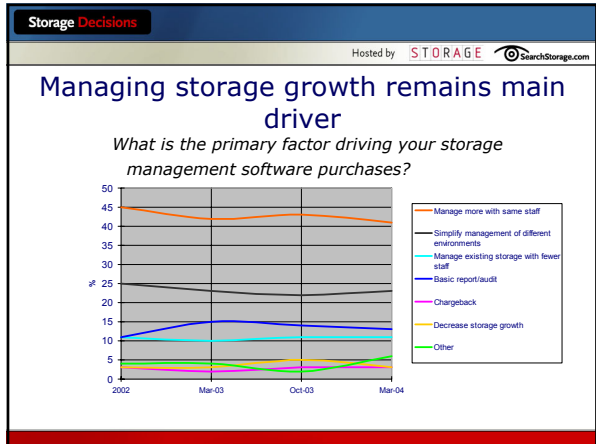


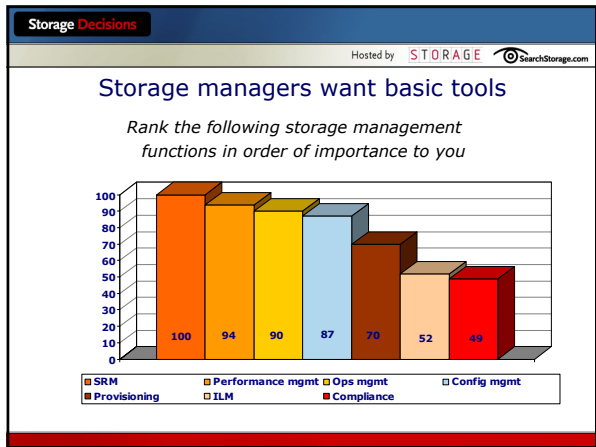


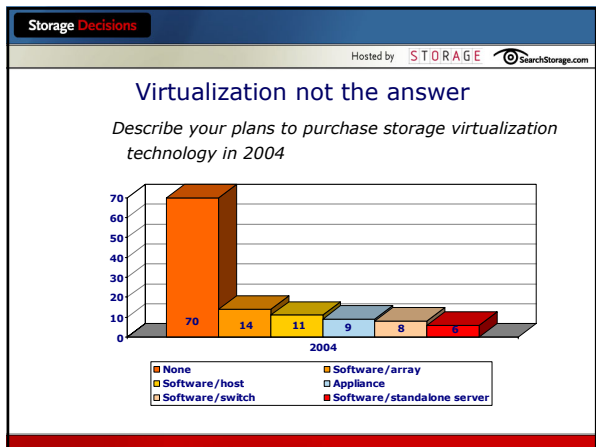


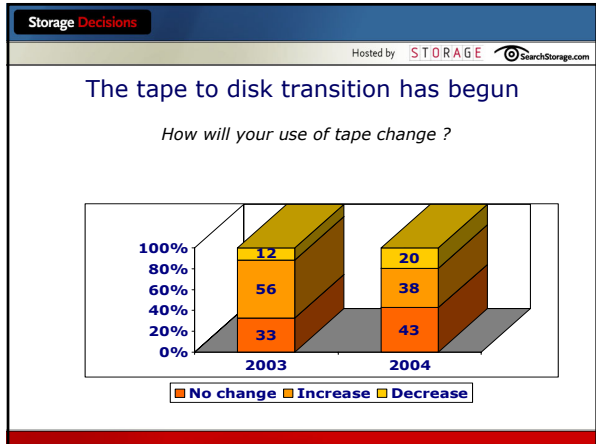


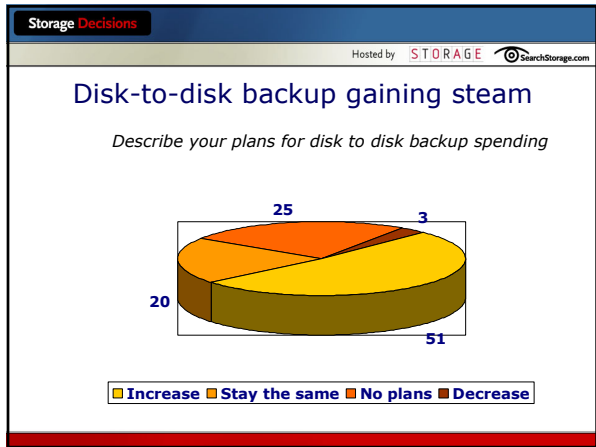


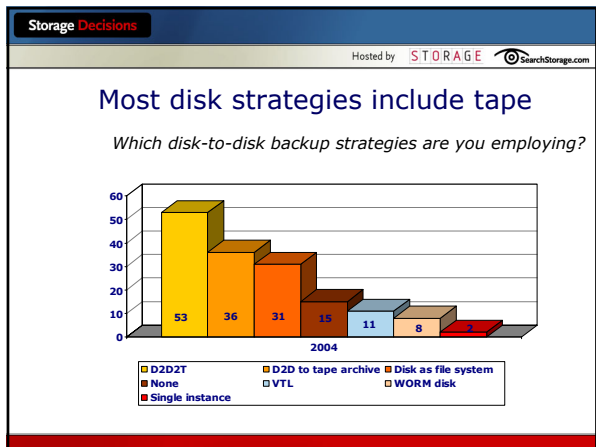


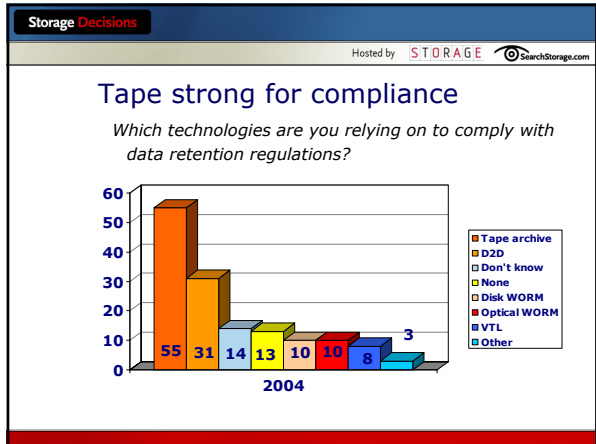


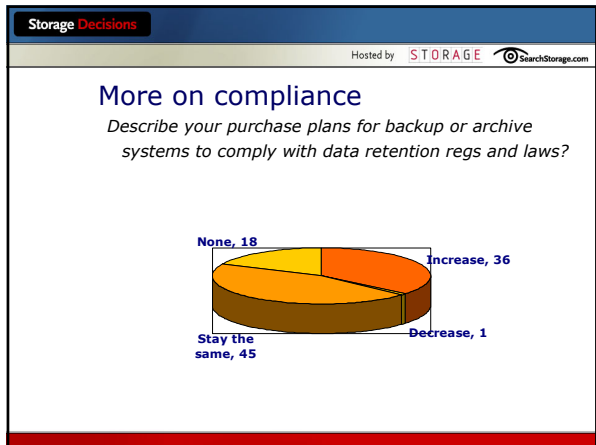












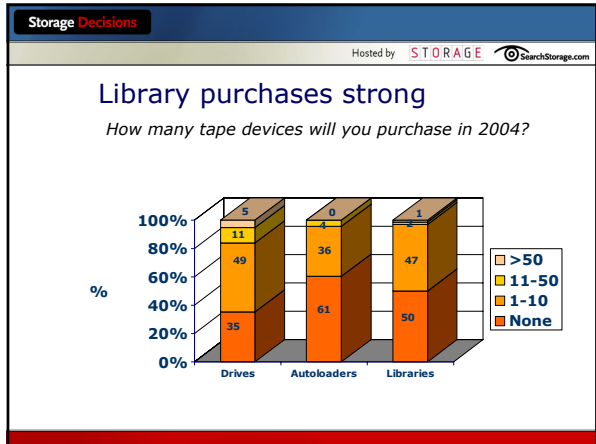
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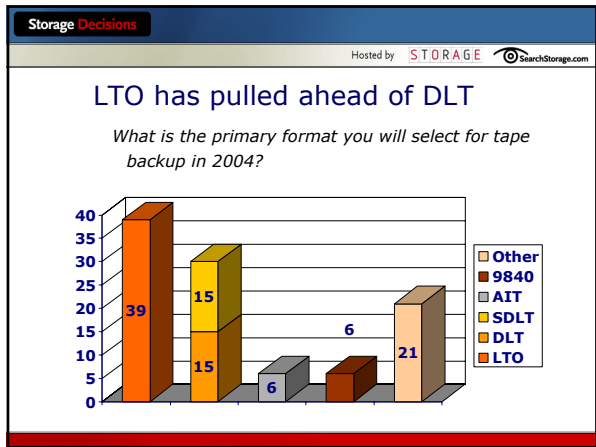
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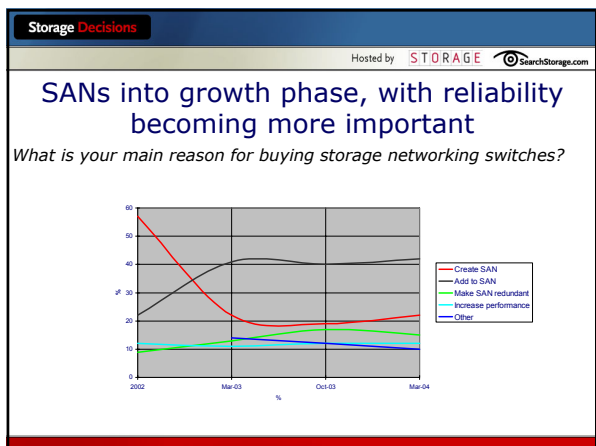
Users are all over the map with compliance

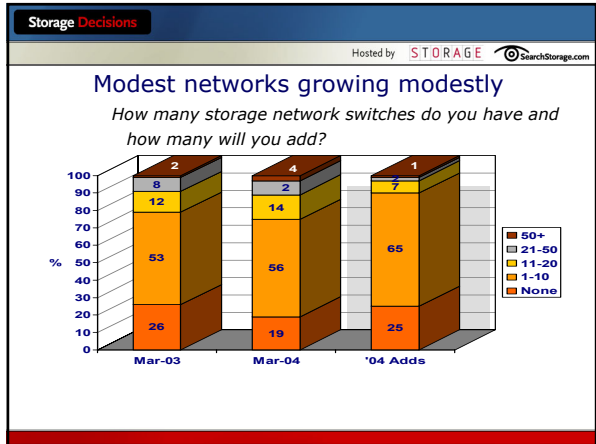
How would you describe your plans to come into compliance with data retention regulations?

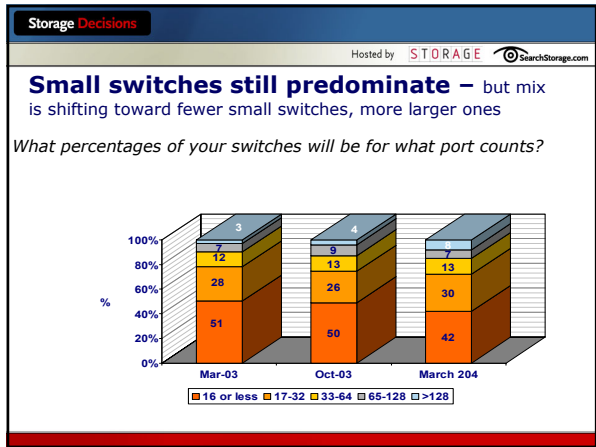
	%
We have a comprehensive plan to address most needs	27
We have a unified approach but are rolling it out app by app	16
We're taking an ad hoc approach with each app	22
Don't know	21
None	14

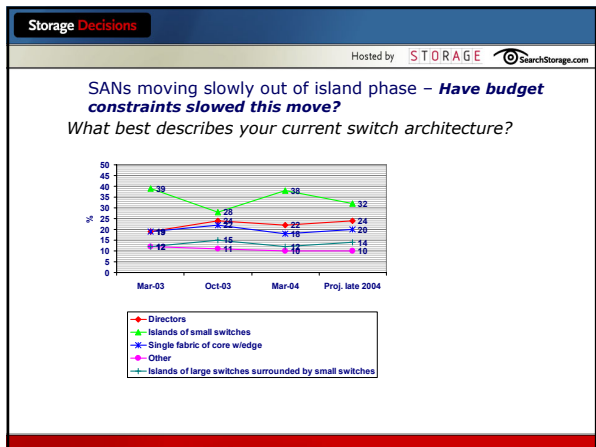


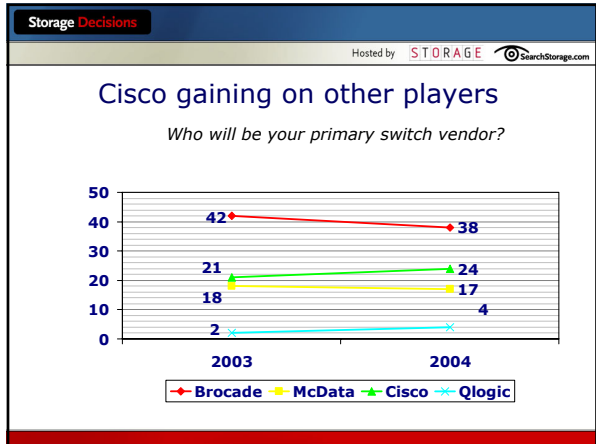


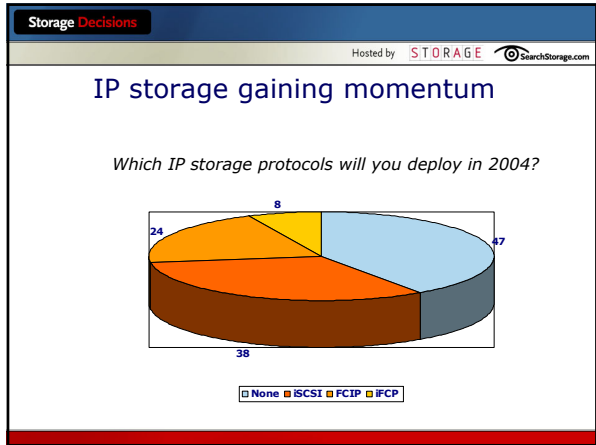


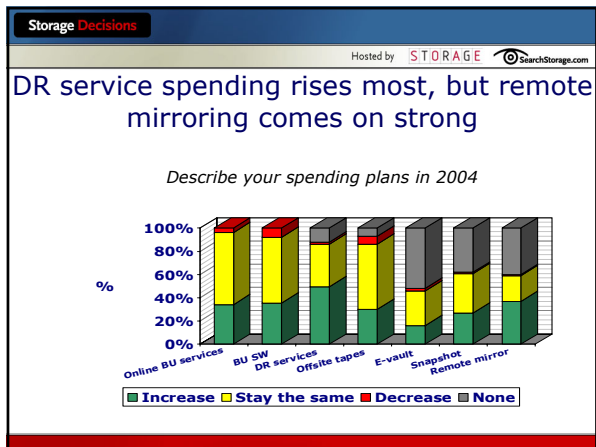


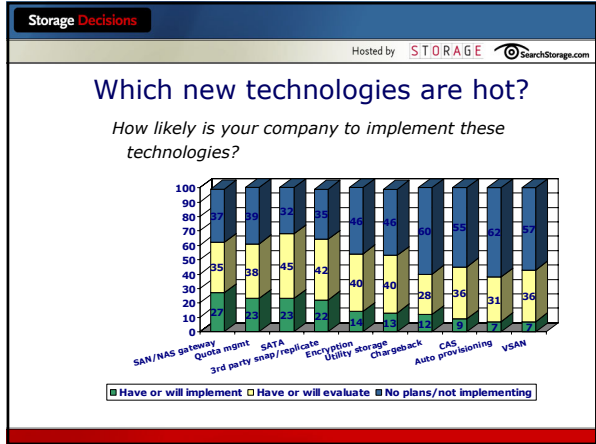












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- ### On the horizon
- **SAN/NAS gateways, quota mgmt and SATA on a lot of to-do lists. Third party snap still strong**
 - **Encryption and utility storage will get a lot of looks, but also a lot of "no thanks"**
 - **Little interest in CAS and vSAN**
 - **Auto provisioning: off the island!**

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Thank you.

Questions?

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