

Storage Decisions

Hosted by SearchStorage.com STORAGE

# 2005 Purchasing Intentions Survey, Spring Edition

Mark Schlack  
VP/Editorial, Storage Media Group  
TechTarget

---

---

---

---

---

---

---

---

Storage Decisions

Hosted by SearchStorage.com STORAGE

## Methodology

- E-mail survey conducted in March 2005
- Respondents had specific purchasing authority
- Average company size: \$1.81 billion annual revenue. Small co.=<\$100 million, midsize=\$100 mil-\$1 billion, large=>\$1 billion
- Results based on 571 respondents
- Some data compared to similar surveys in August and March of 2002-2004

---

---

---

---

---

---

---

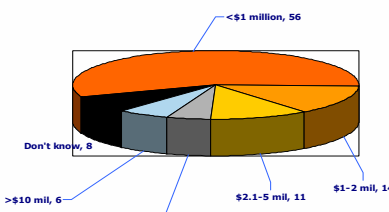
---

Storage Decisions

Hosted by SearchStorage.com STORAGE

## Average storage budget is \$2.8 million

*Estimate your company's 2005 storage budget*



Budget Range	Number of Respondents
<\$1 million	56
\$1-2 mil	14
\$2.1-5 mil	11
\$5.1-10 mil	5
>\$10 mil	6
Don't know	8

---

---

---

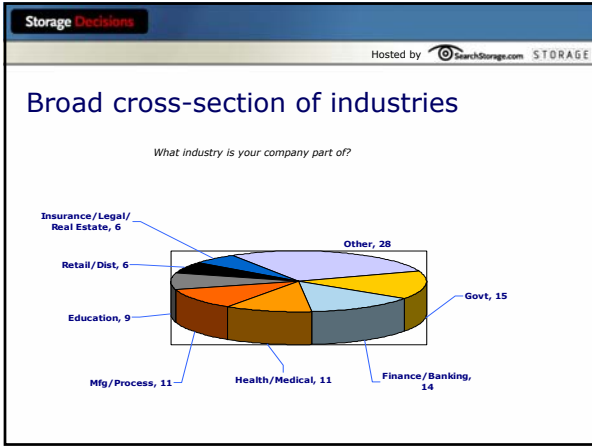
---

---

---

---

---




---

---

---

---

---

---

---

---

---

---

**Storage Decisions**

Hosted by SearchStorage.com STORAGE

### The big trends

- Spending remains positive, but cautionary signs point to more fiscal restraint
- Networks moving toward larger, more consolidated fabrics rather than building more fabrics
- New technology adoption has not eased up, with D2D and iSCSI leading the way, followed by CDP, WAN, and several other hot areas

---

---

---

---

---

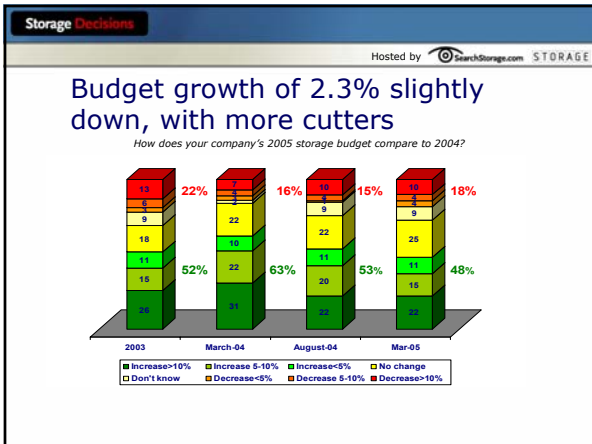
---

---

---

---

---




---

---

---

---

---

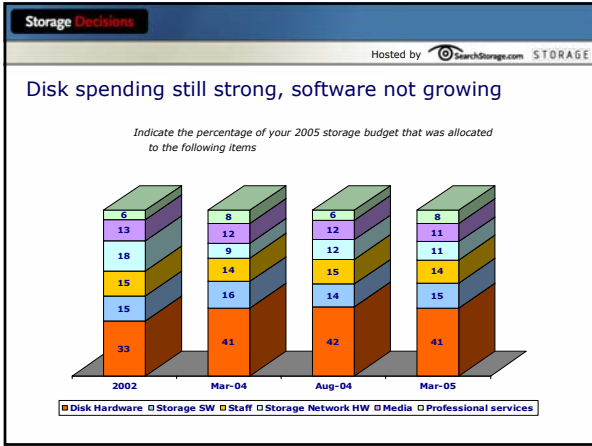
---

---

---

---

---




---

---

---

---

---

---

---

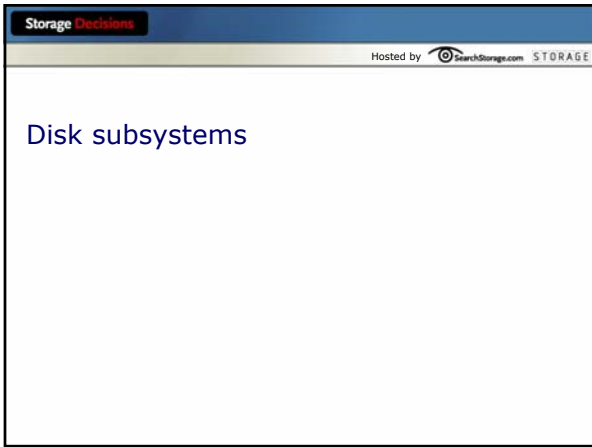
---

---

---

---

---




---

---

---

---

---

---

---

---

---

---

---

---




---

---

---

---

---

---

---

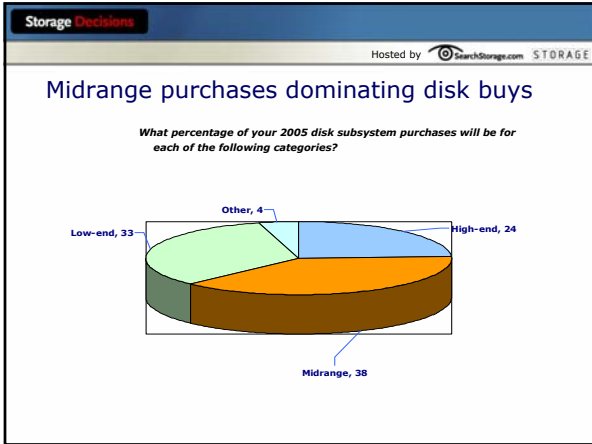
---

---

---

---

---




---

---

---

---

---

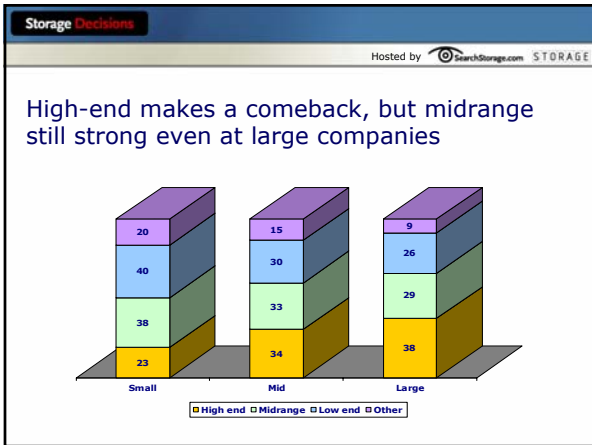
---

---

---

---

---




---

---

---

---

---

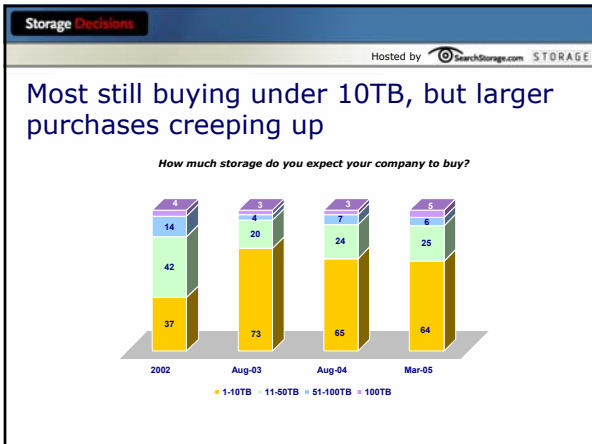
---

---

---

---

---




---

---

---

---

---

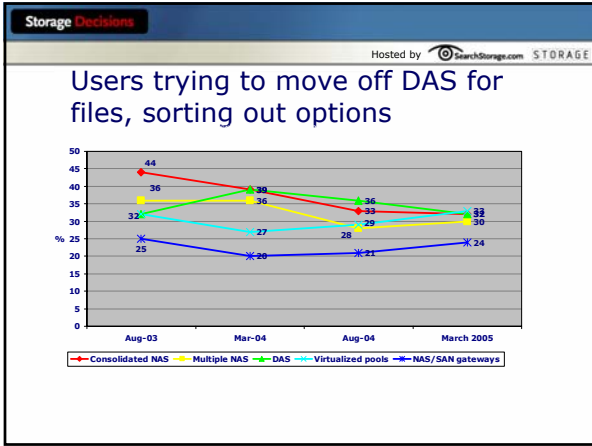
---

---

---

---

---




---

---

---

---

---

---

---

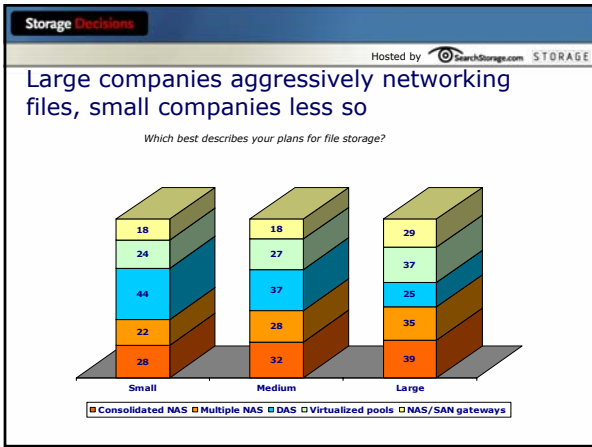
---

---

---

---

---




---

---

---

---

---

---

---

---

---

---

---

---

**Storage Decisions** Hosted by SearchStorage.com STORAGE

### Storage networking

---

---

---

---

---

---

---

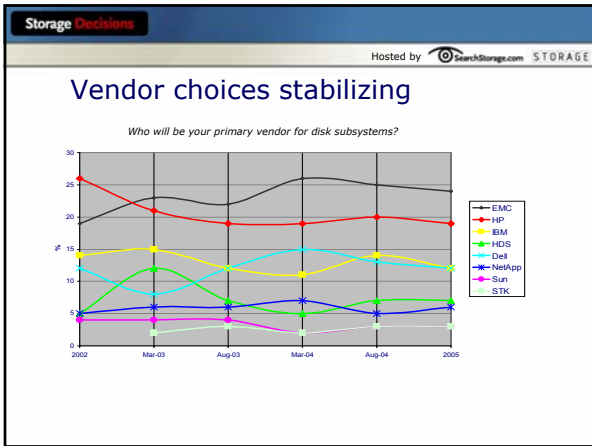
---

---

---

---

---




---

---

---

---

---

---

---

---

---

---

**Storage Decisions**

Hosted by STORAGE

### Emphasis is on expanding current fabrics

- **Average respondent has:**
  - 10.4 switches and plans to add 5.6 in 2005
  - 2.4 fabrics and plans to have 2.6 by end of 2005
- **72% of switch purchases still for 32 ports or under; 9% over 128 ports**
- **42% buying switches to expand SANs, 16% to build first SAN, 10% to create additional SANs**

---

---

---

---

---

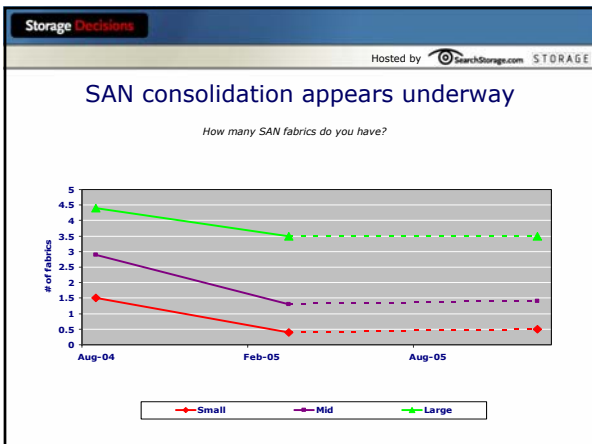
---

---

---

---

---




---

---

---

---

---

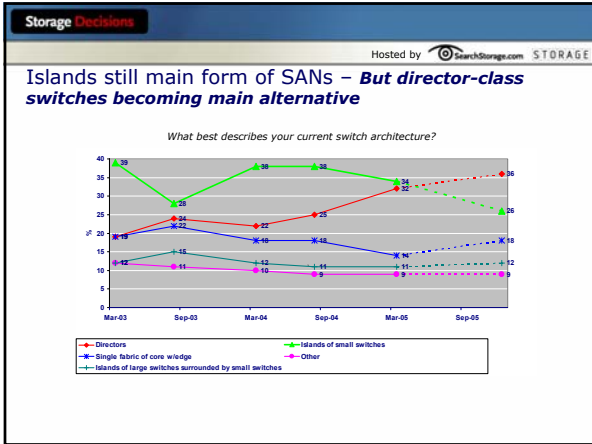
---

---

---

---

---




---

---

---

---

---

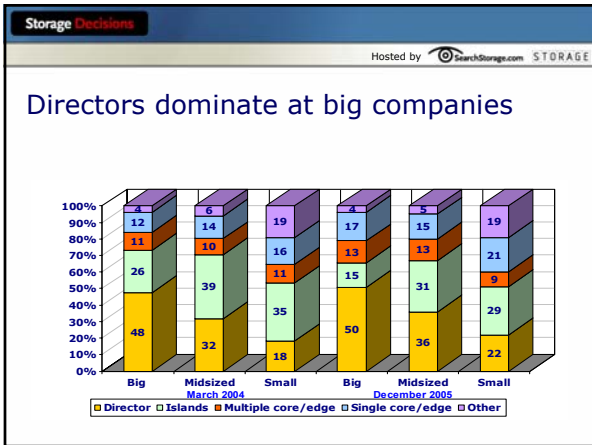
---

---

---

---

---




---

---

---

---

---

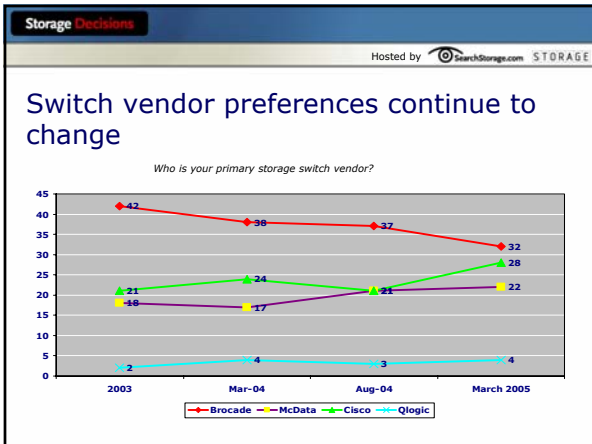
---

---

---

---

---




---

---

---

---

---

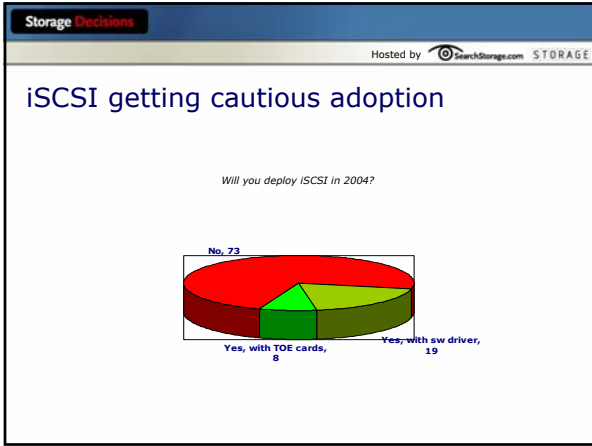
---

---

---

---

---




---

---

---

---

---

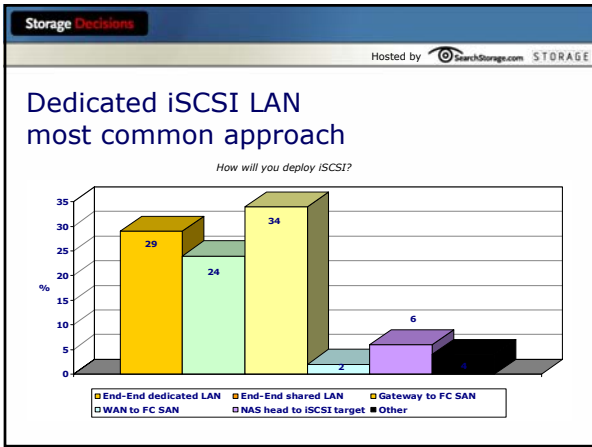
---

---

---

---

---




---

---

---

---

---

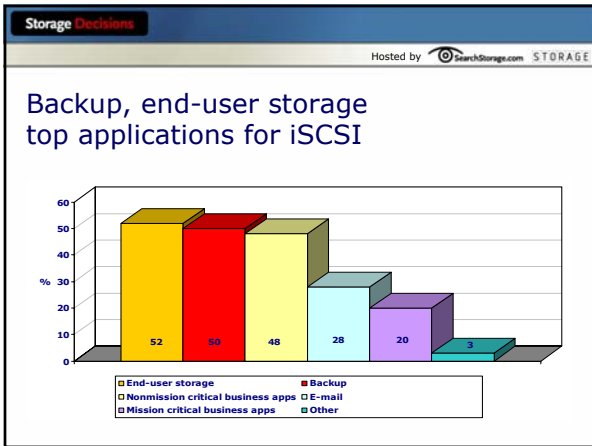
---

---

---

---

---




---

---

---

---

---

---

---


---

---

---



**Storage Decisions**

Hosted by  STORAGE

## Storage management software

---

---

---

---

---

---


---

---

---

---

**Storage Decisions**

Hosted by  STORAGE

## Buyers still not sold on management software

*Which best describes your purchase plans for storage management software*

Date	Increase (%)	Stay the same (%)	Decrease (%)	None (%)
2002	45	35	5	15
Mar-03	48	25	5	22
Aug-03	50	30	5	15
Mar-04	40	45	5	10
Aug-04	35	45	5	15
Mar-05	40	40	5	15

---

---

---

---

---

---


---

---

---

---

**Storage Decisions**

Hosted by  STORAGE

## Managing storage growth remains main driver

*But operational capabilities continue to be more important*

*What is the primary factor driving your storage management software purchases?*

Date	Manage more with same staff (%)	Simplify management of different environments (%)	Manage existing storage with fewer staff (%)	Basic report/audit (%)	Chargeback (%)	Decrease storage growth (%)	Other (%)
2002	45	25	10	15	5	5	5
Mar-03	42	22	10	15	5	5	5
Oct-03	45	22	10	15	5	5	5
Mar-04	40	22	10	15	5	5	5
Aug-04	35	22	10	15	5	5	5
Mar-05	35	22	10	15	5	5	5

---

---

---

---

---

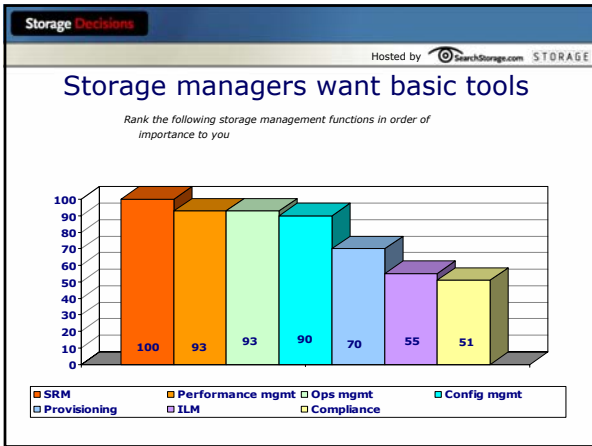
---

---

---

---

---




---

---

---

---

---

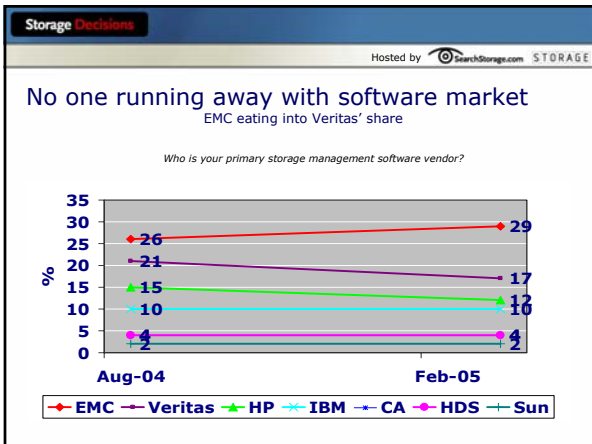
---

---

---

---

---




---

---

---

---

---

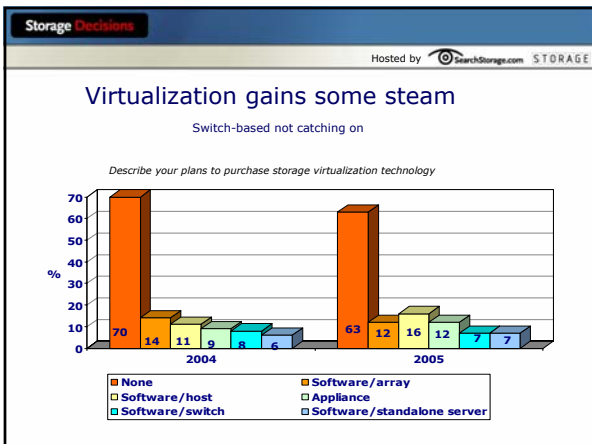
---

---

---

---

---




---

---

---

---

---

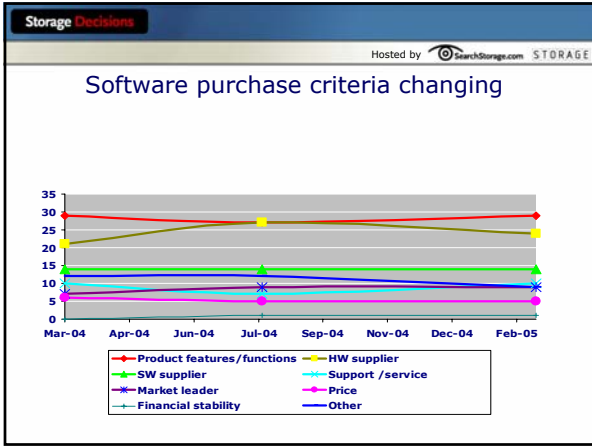
---

---

---

---

---




---

---

---

---

---

---

---

---

---

---




---

---

---

---

---

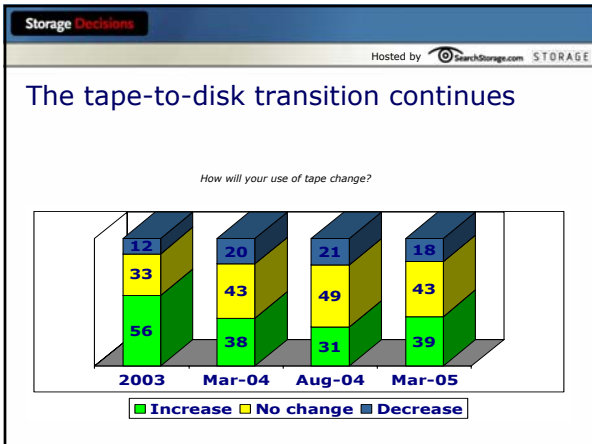
---

---

---

---

---




---

---

---

---

---

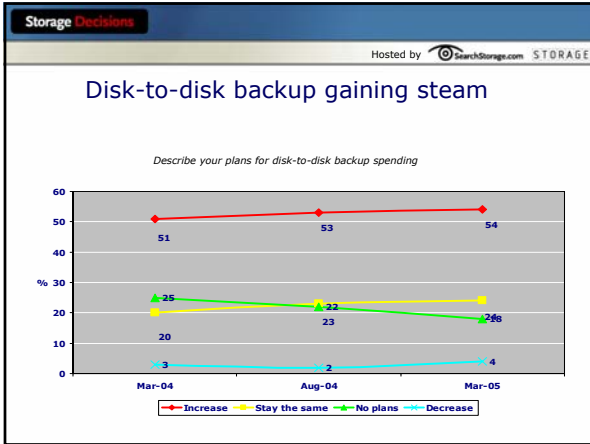
---

---

---

---

---




---

---

---

---

---

---

---

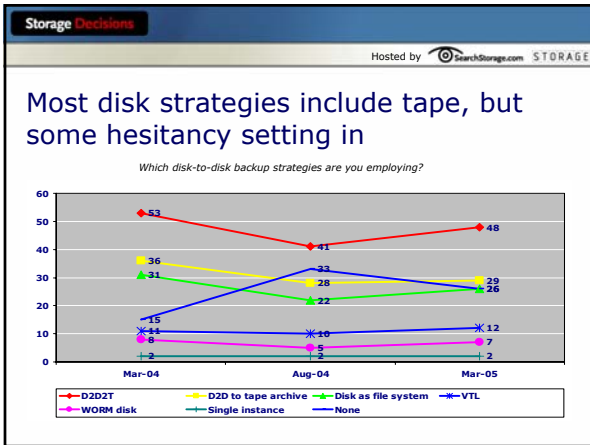
---

---

---

---

---




---

---

---

---

---

---

---

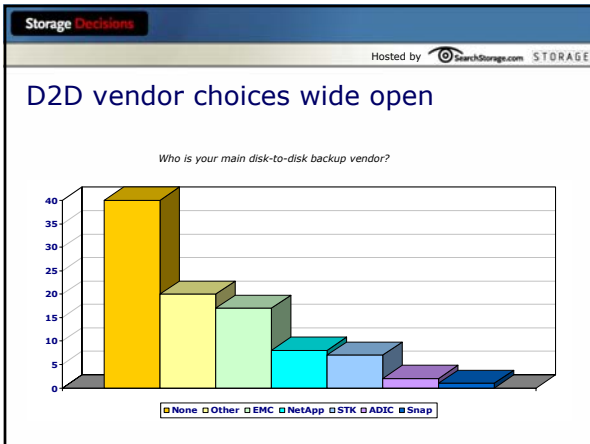
---

---

---

---

---




---

---

---

---

---

---

---

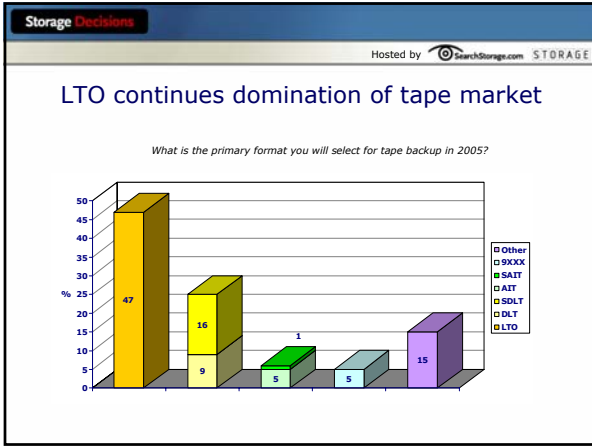
---

---

---

---

---




---

---

---

---

---

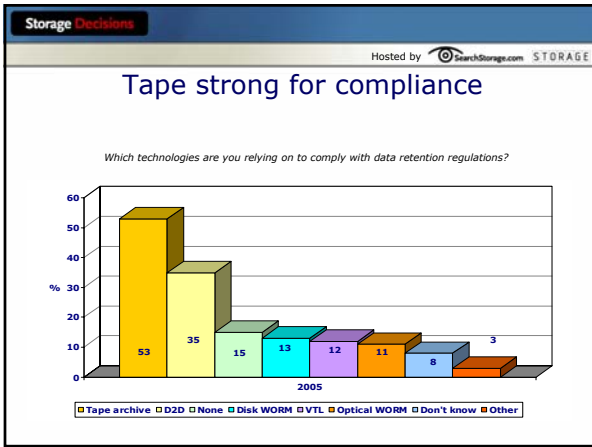
---

---

---

---

---




---

---

---

---

---

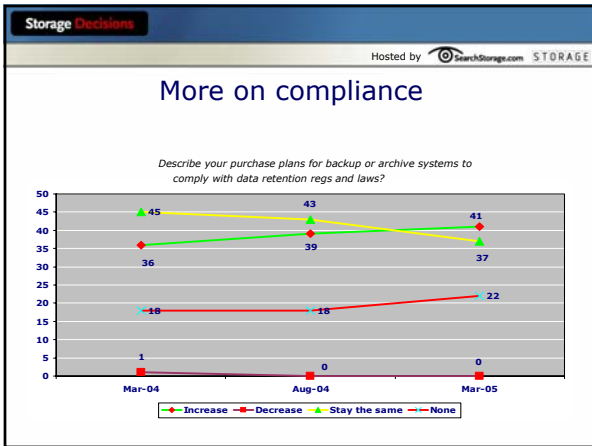
---

---

---

---

---




---

---

---

---

---

---

---

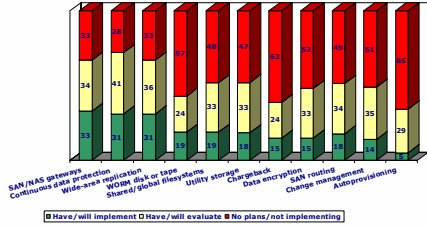
---

---

---

# Which new technologies are hot?

How likely is your company to implement these technologies?



Have/will implement  Have/will evaluate  No plans/not implementing

---

---

---

---

---

---

---

---

---

---