



Whatever your business, wherever you operate, the odds are that data is central to your business. In many businesses, data storage requirements expand exponentially every year. Meeting this continually growing demand can mean adding new storage hardware. Without careful planning, you can end up with poor utilisation of individual storage devices and unnecessary costs. Centralised, consolidated and virtualised data storage solutions tailored to your organisation can provide a powerful solution.

case study one

Challenge
A mid-tier accounting firm with offices in all capital cities realises they run out of storage capacity every year.

Solution
A centralised storage management solution that pools existing storage capacity and enables easy plug in of additional storage over time.

Benefit
Continued business growth supported by cost-effective storage capacity tailored to suit the business.

A SOLUTION RIGHT FOR YOU
Blue Connections customised data storage solutions are designed to meet the specific business needs of organisations that:

- Want better hardware utilisation
- Need storage plans to support continued business growth
- Strive to minimise total cost of infrastructure ownership

THE BUSINESS IMPERATIVE
Virtually every modern business activity is driven by data. From primary industry to high technology, companies rely on timely access to data to manage internal operations and meet customer needs.
Further, an increasingly stringent regulatory environment also places obligations on organisations to demonstrate robust storage, archival and retrieval capabilities.
For geographically dispersed organisations this has often led to storage investments at each office. While this may have made sense at the time, in many cases it leads to uneven utilisation. As the organisation continues to grow, some storage devices rapidly reach capacity while other investments lie underutilised. With exponential growth in storage demands, businesses need a more efficient solution.

- DOES YOUR DATA STORAGE MEET YOUR BUSINESS NEEDS?**
Ten critical critical questions for every organisation:
- 1 How old is your data storage hardware? When will it fail?
 - 2 Do you use: Disk? Tape? SAN? NAS?
 - 3 Now that your business has grown, is your data storage approach still the right one?
 - 4 Do you constantly run out of data storage capacity?
 - 5 Do your data storage processes support business growth or stand in the way?
 - 6 Can the right people access the right data when they need it? Easily? Fast?
 - 7 Can you pool your data storage capacity or are you still grappling with isolated storage silos?
 - 8 Does your data storage meet regulatory requirements?
 - 9 Could you confidently respond to a data request during a court case?
 - 10 Would no-obligation advice from storage experts help?





“whatever it takes”

case study two

Challenge

A property management firm merges with a competitor and needs to standardise data storage procedures.

Solution

Centralised IT management of data storage in all offices.

Benefit

Single point of control and allocation of storage capacity based on where it's needed, not where it's physically located.

LEARN MORE

Visit www.blueconnections.com.au/data.aspx or call (03) 9560 0999 to request an obligation free consultation with a Blue Connections data storage expert to discuss your organisation's challenges and needs.

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HOW WE CAN HELP

No data storage system is right for every organisation. Blue Connections will work with you to understand your existing systems and your future business needs, then tailor a solution specifically for your organisation.

A fully customised data storage solution may include the following elements:

Connected

- Improved data access at reduced cost
- 'Any-to-any' device connectivity
- Efficient pooled storage
- Data sharing by multiple clients and servers

Protected

- Safeguarded information with increased availability
- Automated backup and recovery
- RAID disk subsystems
- High Availability features and redundancy to avoid single points of failure

Comprehensive

- The optimum choice of technology: tape, disk, SAN and/or NAS
- Storage management software
- Consulting services
- Installation and data management services
- Financing, if required

About Blue Connections

Blue Connections is a Premier IBM Reseller, Authorised IBM Warranty Repair Centre, IBM Credit Alliance Partner, IBM Solution Provider, Systems and Network Integrator. We offer more than just 'off the shelf' technology. We pride ourselves on delivering a complete solution.

- Network solutions
- Data storage solutions
- Email & data archiving solutions
- Disaster recovery solutions
- Servers, PCs & peripherals
- IT procurement & stock warehousing
- Repairs
- Evaluation, loan & rental equipment
- Installation services
- Technical outsourcing
- Integration services

Our commitment to you

- We help businesses grow using technology as a key enabler – a platform for sustainable business growth
- We provide the full services of an IT department for clients to use whenever and wherever they require
- We look for additional value from client's existing technology by making it more useful
- We make technology more reliable and stable, to minimise downtime and reduce user frustration
- There is no 'one-size-fits-all' solution – we will always recommend technology solutions that are appropriate for your specific requirements
- We minimise response times for resolving your problems
- We ensure that each technology solution we recommend maximises business value for your organisation, whether it be a complete new system or an upgrade to an existing one
- We maintain an open dialogue and avoid surprise outcomes