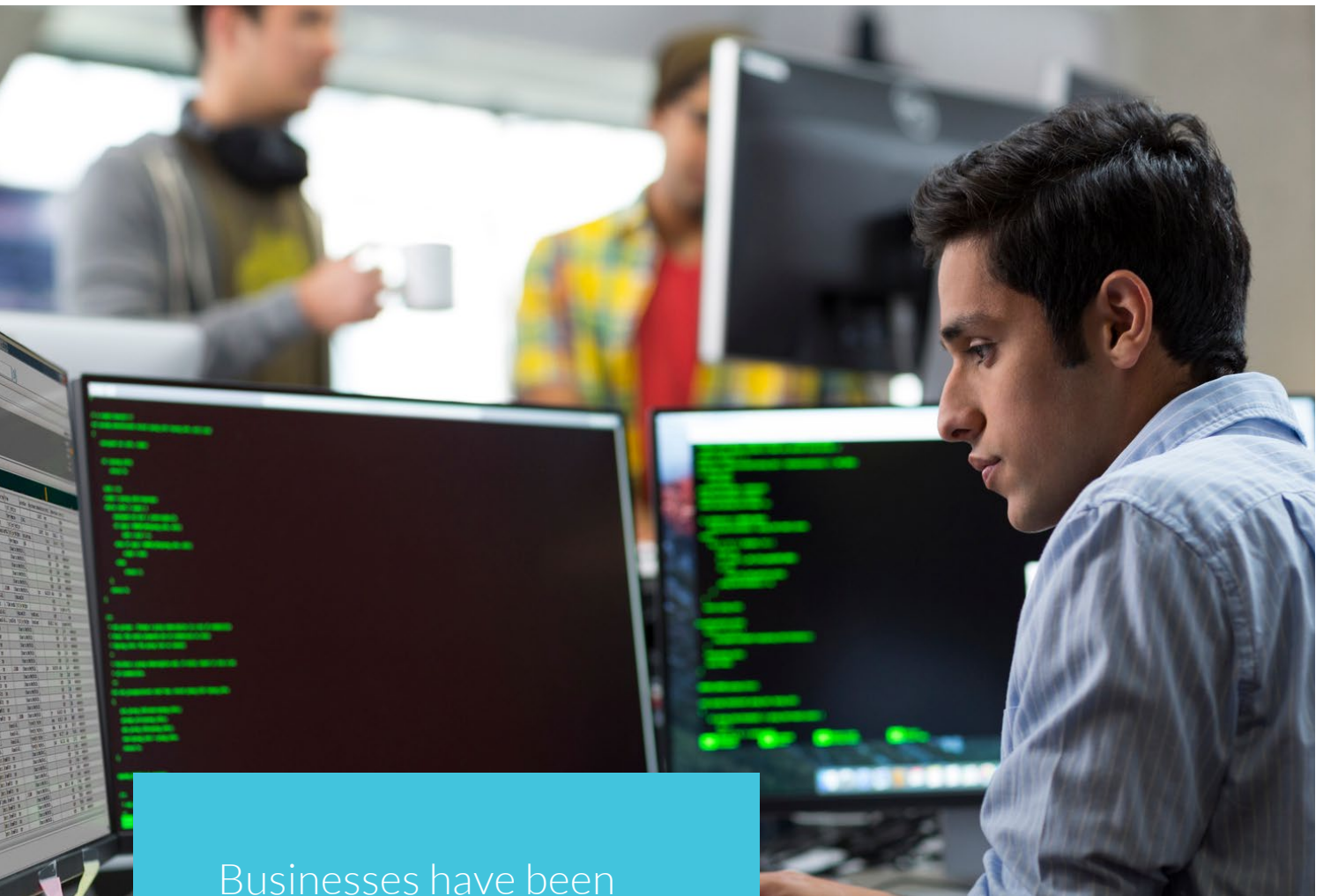




**Future-proof
your storage
for the next
generation
of data**



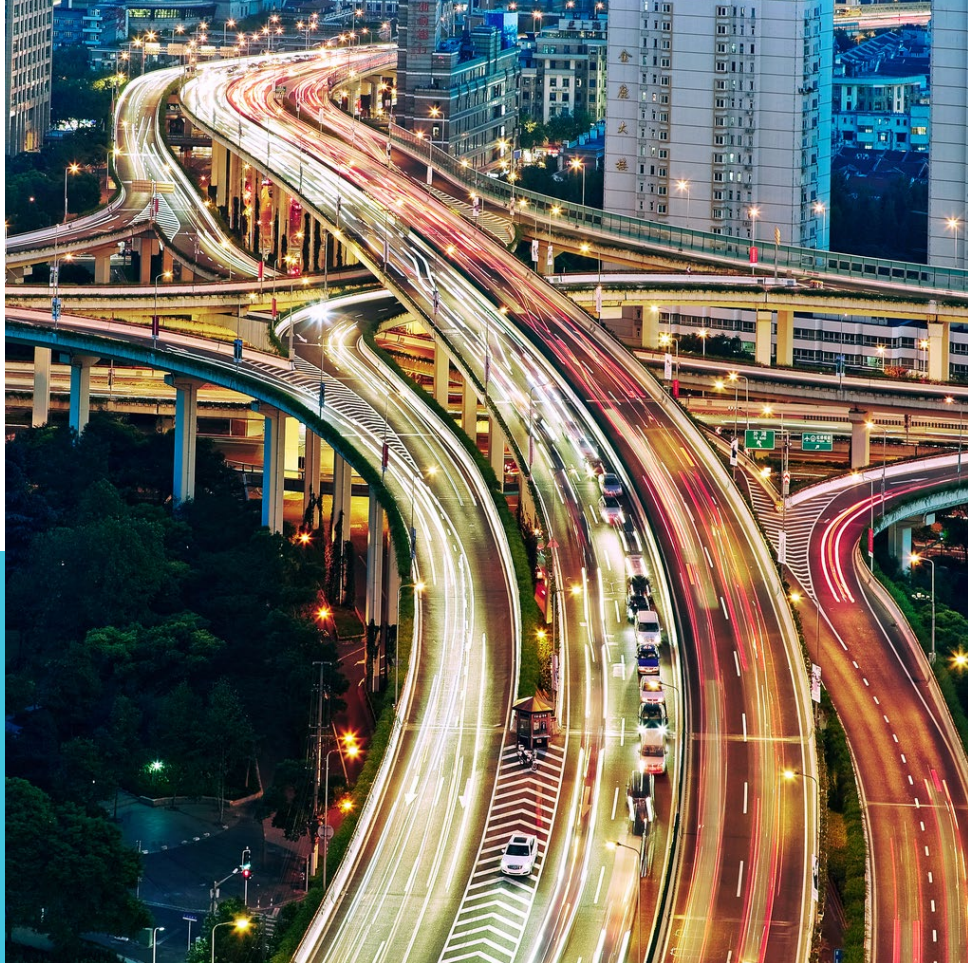


Businesses have been collecting data for decades, with storage a crucial component of the IT Infrastructure landscape. With the continued need to store critical and complex data in today's digital environments, new storage challenges are materialising for IT leaders.

When we consider the amount of data created over the next three years will be more than the data created over the past 30 years¹, many legacy storage solutions are no longer fit for purpose. Between the need to continuously support new applications and services, while controlling the risks and costs of data, organisations are looking for future-proofed storage solutions that will service their current complex data needs while preparing them for the next generation of data.

¹ [IDC's Global DataSphere Forecast Continued Steady Growth in the Creation and Consumption of Data 2020](#)

The new digital landscape



We live in an increasingly app-driven world, as every organisation is under pressure to launch new digital experiences to their customers - both internal and external. All of these new digital touch points collect and store data across public and private clouds, as well as on-premise infrastructure.

With the rising popularity of cloud services such as SaaS and PaaS and their associated complexity, IT teams have the responsibility to understand exactly where this data actually resides. While it's essential to make data available for performance and production environments, IT managers also need to ensure data is retained, protected, and meets all Government data legislation.



Preparing for the next disruption

Every organisation has had to reckon with their own version of disruption recently - with many having to deploy IT resources to facilitate a remote workforce.

In these disrupted environments, there is the ever-present threat of a cyber-attack, with several high-profile Australian organisations suffering catastrophic losses as a result of recent ransomware attacks².

Having a detailed understanding of your IT data landscape is crucial – it is imperative to know where your data is stored, how it is protected, retained and secured. When the worst-case scenario such as a fire or a natural disaster occurs, your organisation’s survival will hinge on how quickly you can restore your data. As a result, IT leaders are looking for storage solutions that offer peace of mind through highly available backup and disaster recovery features.

² [Recent cyber attacks just the tip of the iceberg for Australia – AFR 2020](#)



Controlling the costs of data storage

In the current economic circumstances, efficiency will be a key driver of technology decisions for the foreseeable future.

While organisations still want the flexibility and agility to scale up their operations when the opportunity arises, they need to find every avenue for controlling costs - particularly when it comes to their storage infrastructure.

Public cloud storage used to offer a seemingly simple solution, but the average waste on cloud spend in 2019 has been estimated at 35%³.

Having the ability to control and manage the storage of data across the entire application landscape is now one of the vital requirements of IT spending control.

² [State of the Cloud Report - Flexera 2019](#)

Simplifying a complex IT landscape



With the combination of today's complex IT landscapes and resource constraints, it is less likely to find specialised expertise within in-house IT teams.

Pressure for staff to cross train and support multiple vendors and technologies is all too common within IT infrastructure environments.

The critical tasks of maintaining the IT storage landscape is often passed between various internal staff and external resources.

Storage capacity management, performance troubleshooting, and growth control is still the most time-consuming tasks for these resources, while still ensuring day to day IT services availability.

For more complex organisations, these daily tasks extend into support functions to sustain disaster recovery functionality and data protection capabilities - particularly in industries that demand a high degree of regulatory compliance. With so many routine storage and backup tasks taking place each day, IT teams can struggle to find time for the innovative activities that create strategic business value.

Intelligent storage solutions for the new digital landscape

IT leaders now have access to intelligent storage solutions that work for them - not the other way around.

With the ability to leverage artificial intelligence to prevent disruptions and self-optimize application performance and resources, **HPE Nimble** brings intelligent storage solutions that provide visibility through the complete end-to-end storage landscape - from the host to the array.





AI-enabled:

Through HPE InfoSight's advanced machine learning, 86% of problems are prevented before you even realise you have an issue across the infrastructure stack⁴. This takes the guesswork out of managing storage by telling you how you can improve performance, optimise your resources, and plan for the future – all through a simple and intuitive cloud-based portal, it's easy for you to take advantage of its intelligence.

Predictive support:

Predictive support automation enables HPE Nimble Storage to provide customers with direct access to Level 3 expert HPE Nimble Storage support engineers - removing time-consuming and frustrating escalations. This means 73% fewer support tickets and 85% less time spent resolving storage-related trouble tickets.⁴

Effortless experience:

HPE Nimble Storage is radically simple for any IT generalist to operate. With always-on data services and app-aware intelligence that eliminates performance and efficiency trade-offs, this effortless user experience means customers spend substantially less time and allocate fewer resources to managing HPE Nimble Storage - resulting in 79% lower IT operational expenses.⁴

Simple and cost-effective data protection:

Get peace of mind across your recovery SLAs with fast, simple, and integrated app-aware backup and recovery—on premises and in the cloud. Natively replicate from HPE Nimble Storage All Flash Arrays to HPE Nimble Storage Adaptive Flash Arrays or to HPE Cloud Volumes for lower cost DR.

⁴ [Assessing the Financial Impact of HPE Nimble Storage Powered by HPE InfoSight, ESG, May 2019](#)

Unlock your hybrid cloud:

HPE Nimble Storage multicloud flash fabric intelligently extends data services across on-premises primary and secondary storage, and the public cloud. By automating storage management through a common, integrated operating system you can achieve seamless and secure data mobility between on-premises and the cloud – including cost-effective DR or backup in the cloud.

Simple scalability:

You can grow the capacity and performance of a running system independently and non-disruptively with HPE Nimble Storage scale-to-fit. You can also scale out to four arrays with transparent volume mobility between arrays, achieving linear performance and capacity scaling.

Proven availability:

With proven availability of 99.9999% across its installed base, HPE Nimble Storage is driven by a resilient architecture, which gets even better with HPE InfoSight predicting and preventing problems before your organisation is impacted.

Data integrity and durability:

Offering Triple+ Parity RAID as standard with zero performance impact, HPE Nimble Storage Triple+ Parity RAID can handle three simultaneous drive failures, while providing additional protection through intra-drive parity - meaning you don't need to make trade-off choices between data resilience and performance.

Put simply, HPE Nimble is the only storage solution designed for your future data needs. With the ability to predict and prevent problems before they occur, you can free yourself from the endless storage firefighting that is soaking up your valuable time. HPE Nimble offers the agile, scalable storage infrastructure for meeting your future business needs, while giving you the visibility and control you need each day.

The Blue Connections approach to Nimble success

Whether your interest in Nimble is driven by end of lifecycle planning or the need for improved data protection and disaster recovery options, we can help you on the path towards intelligent storage. Having implemented Nimble across dozens of organisations throughout a diverse range of industries, we can help you hit the ground running with your new storage from day one.

Our approach is borne out of the need to match your hardware to real business outcomes. By working consultatively with your team through each stage of the process, we can ensure your solution is delivering on its stated promises immediately.



Your steps to success

STEP 1

Bring your IT and business leaders together – This is an essential starting point to discuss your current and projected technology needs and challenges. Both sides of the business need to understand each other's perspectives on aligning capabilities to business requirements.

STEP 2

Find the ideal technology partner – These projects have long term ramifications for your organisation's future, so it's essential that your chosen technology partner can deliver on both functionality and value. At Blue Connections, we pride ourselves on taking a long-term view on the most effective solution for your organisation.

STEP 3

Identify your integration challenges – Working with Blue Connections, this step involves mapping out your current infrastructure environment to understand where HPE Nimble fits on day one. This includes integrations with other legacy hardware such as compute and networking, as well integrations with your key systems of record such as your ERP or CRM.

STEP 4

Review your solution brief – Blue Connections will work towards understanding all of your requirements before creating a no-obligation brief that offers draft solution information. With an estimated bill of materials, you can begin formulating budgets before signing off on the brief.

STEP 5

Create a detailed design – Once the brief is signed off, we then move to the design stage. This involves an assessment of your existing environment to scope solution details and create a concise solution document containing configurations, bill of materials and services - setting the base for implementation by Blue Connections.

STEP 6

Implementing your Nimble solution – On sign off of the detailed design, project delivery begins. At each stage of this process, we work with key stakeholders to ensure they are aware and happy with each element of the implementation as it occurs. Detailed documentation is continuously updated and reviewed - forming the framework for the "As Built" documentation.

STEP 7

Testing and review – Once your Nimble solution is up and running, we will continue to provide periodic testing and review periods to ensure the solution continues to meet your SLAs and business requirements. We also offer managed services for continued management and maintenance of your storage infrastructure on a long term basis.

Your partner on the journey to intelligent IT

Blue Connections is an experienced provider of best-in-class IT solutions to Australian enterprises, and local and state government departments. We are proud to serve some of Australia's best known and established companies, as well as the many organisations navigating the challenges of business growth.

When you work with us, you benefit from our:



Experience

Our longstanding Nimble partnership has enabled Blue Connections to be on the forefront of delivering Nimble solutions for some of Australia's best known and established companies.

Customised approach

We create tailored technology solutions that support your desired business outcomes, allowing you to focus on what you do best.

In-house team

All of our work is completed in-house, and we have an Infrastructure, Virtualisation and Availability team with a deep understanding of Nimble technology, and how it can benefit our clients. We pride ourselves on not using contractors or offshore engineers in every project and support request that the team handles.

State of the art facilities

Our custom-built premise allows us to warehouse tailored solutions, and includes a dedicated build area, decommissioning facility, vendor training capabilities and an End User Experience Centre.

Range of services

We design, procure, implement, service and manage complete end-to-end technology solutions.


Managed services

We offer a fixed monthly cost per nominated device, giving you proactive management of your technology needs, with 24/7 support available.

If you'd like to learn how your organisation can begin creating an intelligent storage foundation for controlling cost, reducing complexity, and driving business agility, please get in touch with us today.

Our team is here to partner with you in future-proofing your business for the next stage of the digital economy.

Contact Info

 1800 659 477

www.blueconnections.com.au

