

Storage Performance Validation Strategy

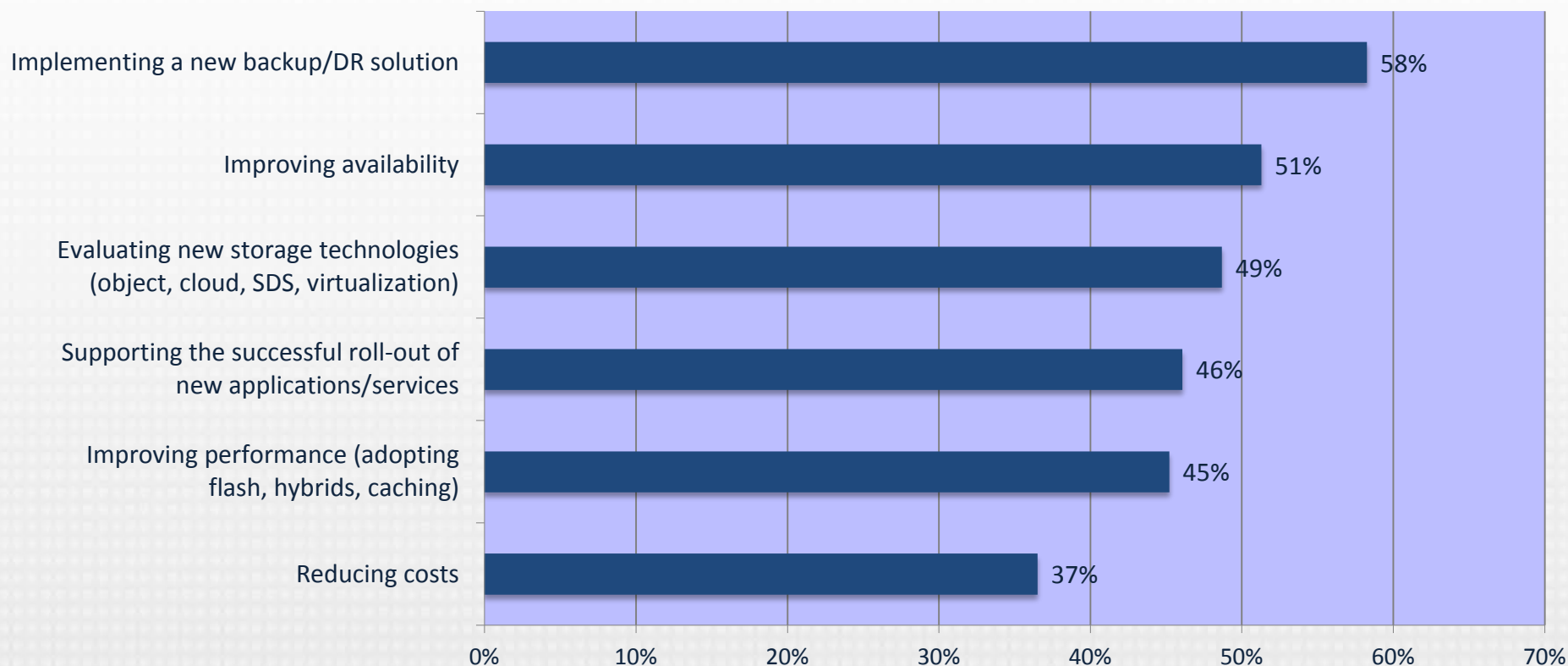
Program Overview

- In March 2015, Gatepoint Research invited selected executives to participate in a survey themed **Storage Performance Validation Strategy**.
- Candidates were invited via email and 115 executives participated.
- Survey participants were predominantly management and influencers with overall responsibility for storage: infrastructure architecture, planning, and engineering.
- 100% of responders participated voluntarily; none were engaged using telemarketing.

Observations and Conclusions

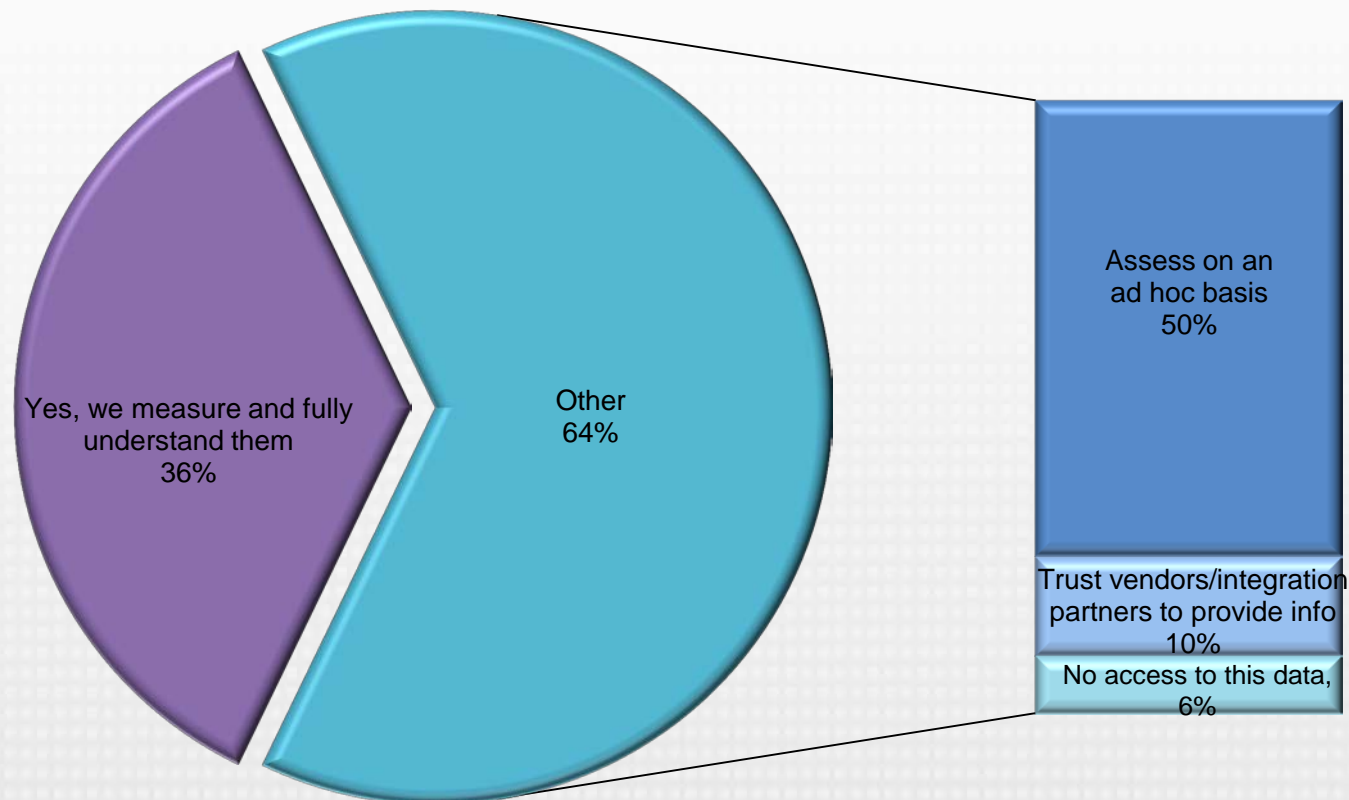
- Top three storage priorities for responders in 2015 are: **implementing a new backup/DR solution** (58%), **improving availability** (51%), and **evaluating new storage technologies** (49%) (object, cloud, SDS, virtualization).
- **In depth I/O profiles of currently deployed tier 1 applications is limited:** 65% report that they access their I/O profiles on an ad hoc basis, rely on the vendor to provide the information, or don't have access to it.
- Most responders (64%) **do their own testing** as well as to test and recommend which storage systems to buy and deploy (60%). **relying on vendors and partners**
- When asked what the **impact of very poor storage infrastructure performance, nearly all (90%) reported that a drop in use satisfaction and decreased productivity** would be the result.
- 71% report that they mostly use FC SAN for storage in their organization, but new technology is on the horizon: **54% anticipate the addition of flash arrays to their storage profile** in the next year There is also move to adopt a wide range of other technologies: public cloud storage (28%); converged storage (26%); software defined storage (23%); and object based storage (21%).
- The primary source of information on new storage products is **current and potential vendors** (83%); 62% use **tradeshows, conferences, and events**. Social media is a relatively low source of information.

What are your top storage priorities during the next year?



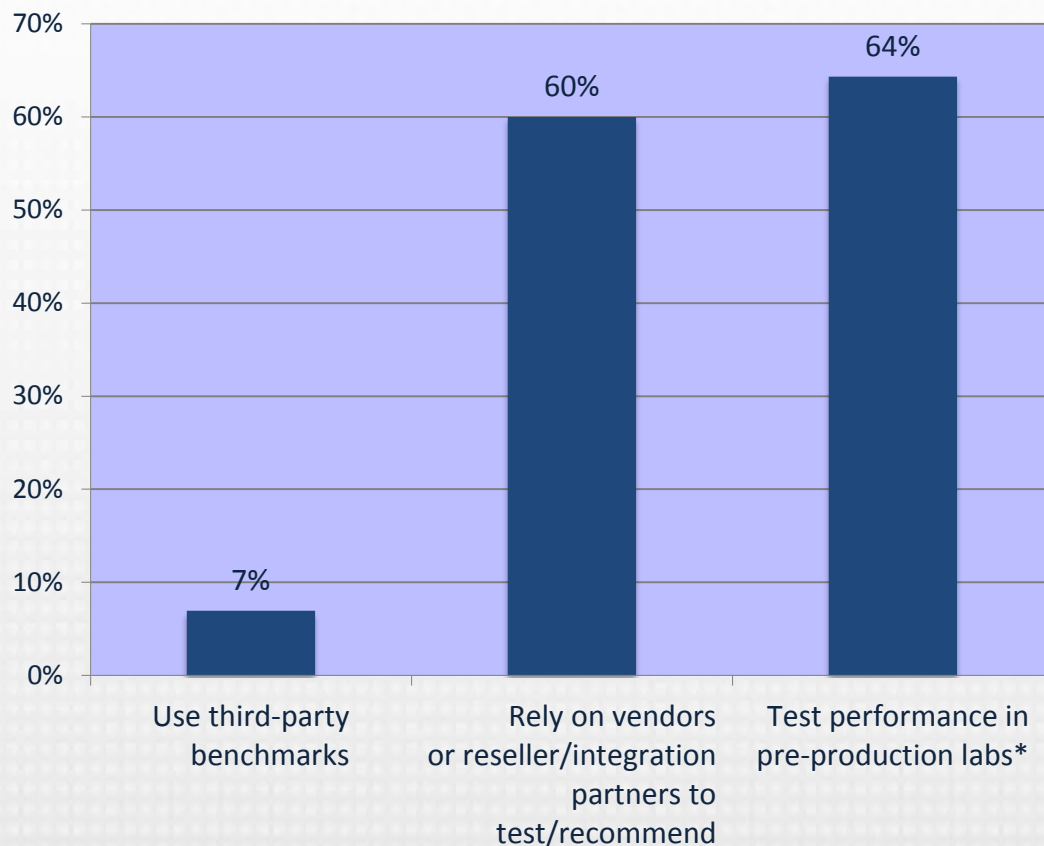
Top three storage priorities for responders in 2015 are: implementing a new backup/DR solution (58%), improving availability (51%), and evaluating new storage technologies (49%) (object, cloud, SDS, virtualization).

Do you know the I/O profiles of your currently deployed tier 1 applications?

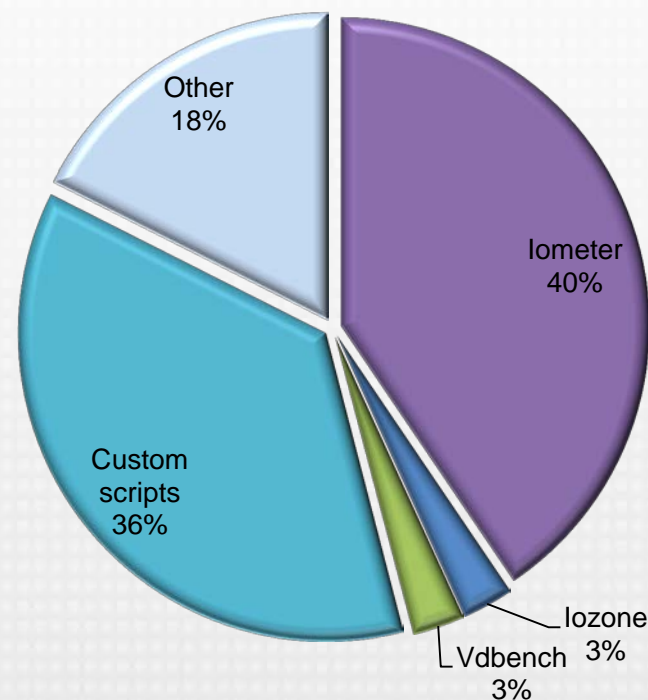


About two thirds (65%), report that they either assess their I/O profiles on an ad hoc basis, rely on vendor to provide the information or don't have access to it.

How do you evaluate the performance of storage systems before making purchase & deployment decisions?

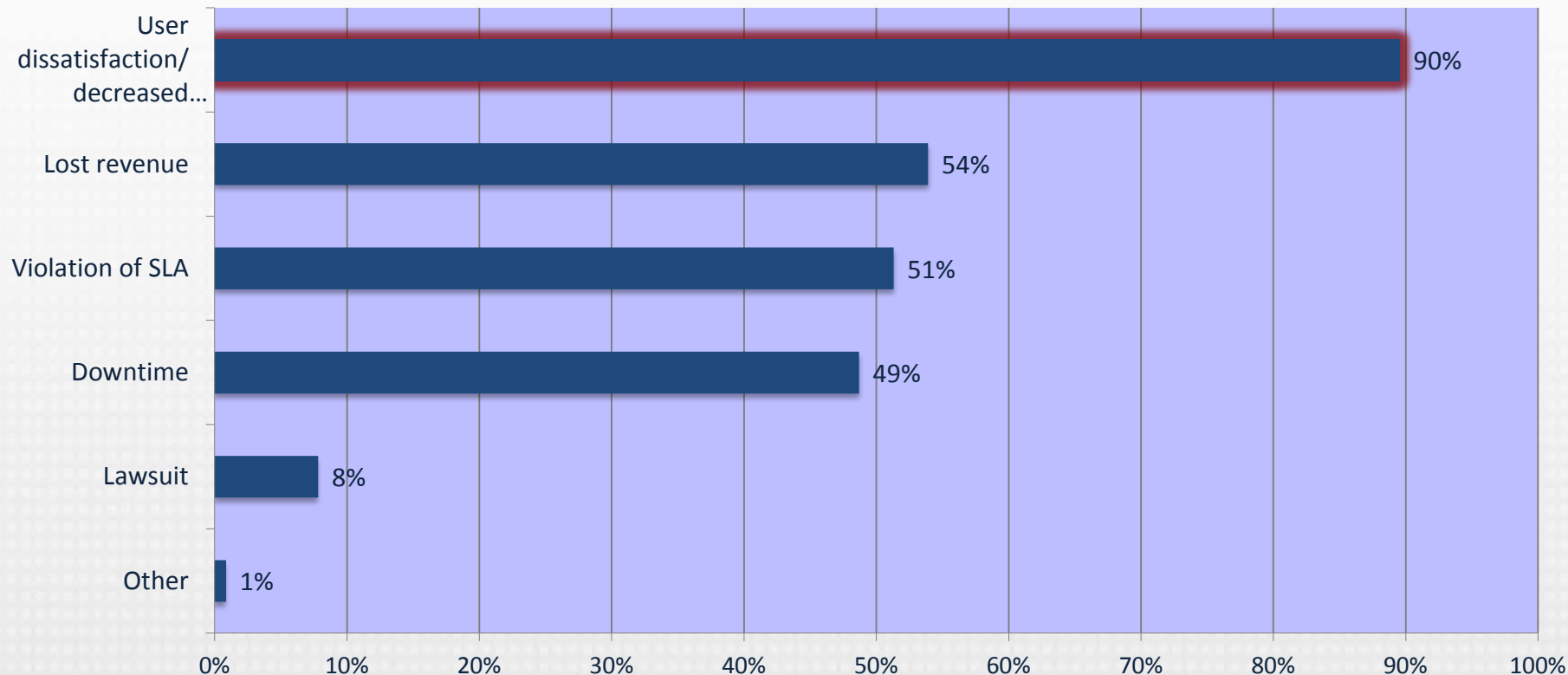


***Detail of tools used to test performance of storage systems (% based on subset who use tools)**



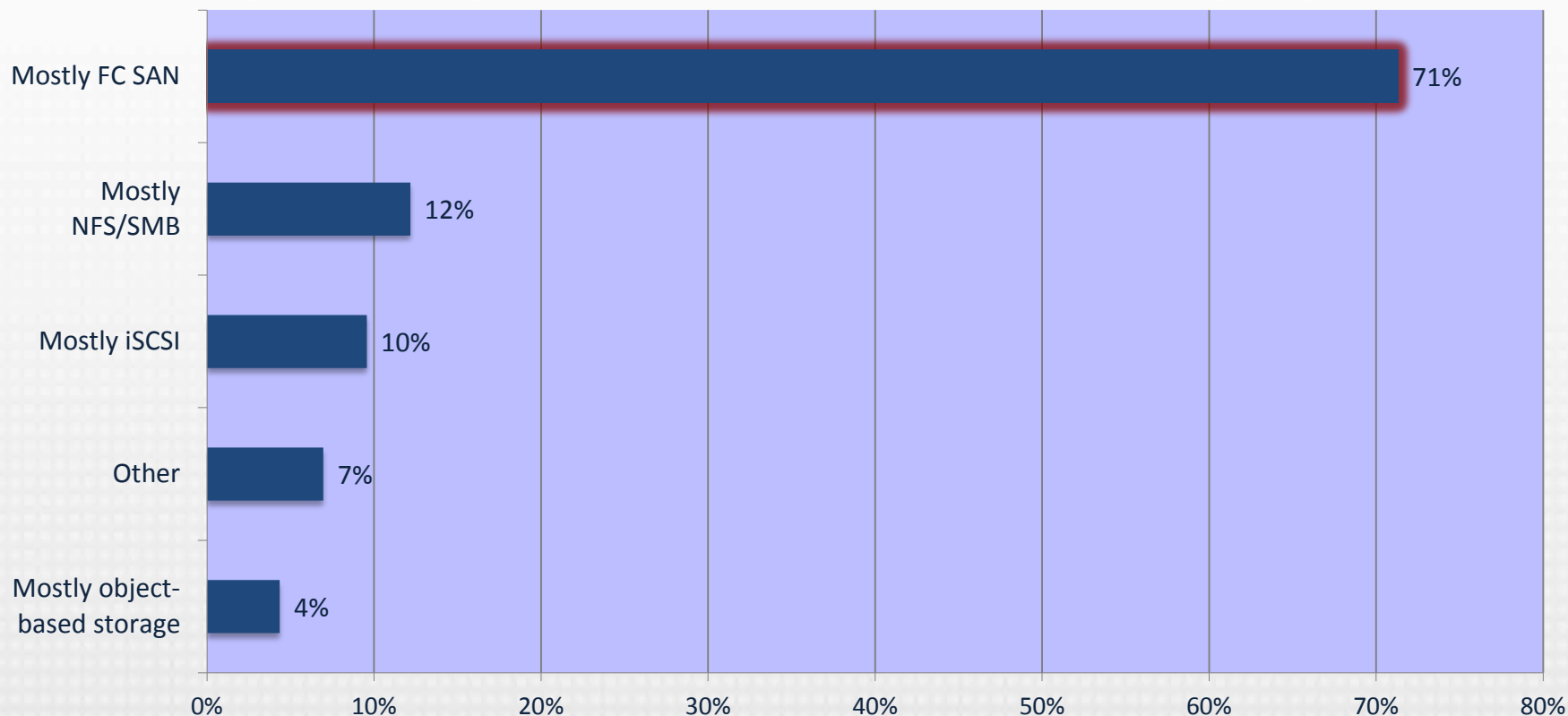
Most responders do their own testing as well as relying on vendors and partners to test and recommend which storage systems to buy and deploy. Of those who test, 34% use custom scripts; 43% use Iometer.

What would happen if your storage infrastructure experienced very poor performance?



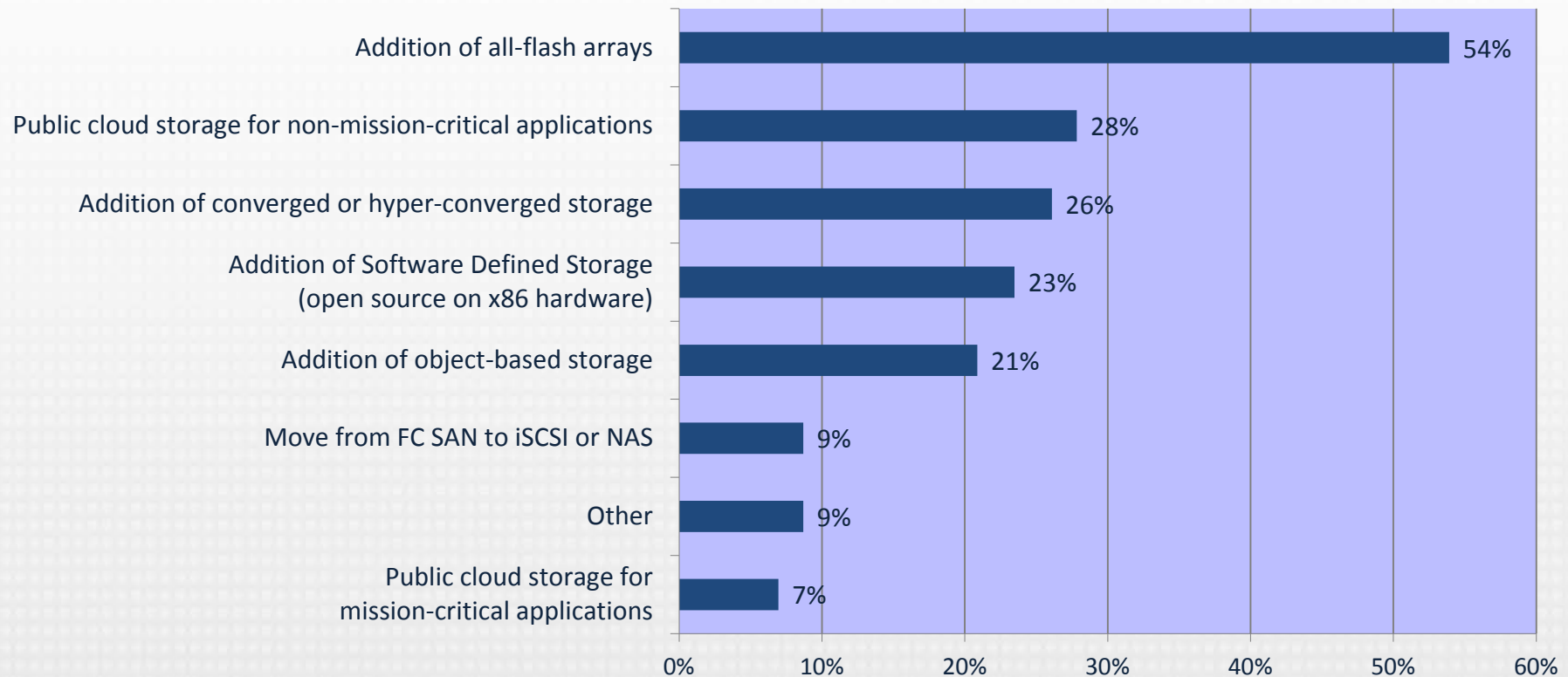
When asked what the impact of very poor storage infrastructure performance, nearly all (90%) reported that a drop in user satisfaction and decreased productivity would be the result.

What type of storage solutions is currently employed in your organization?



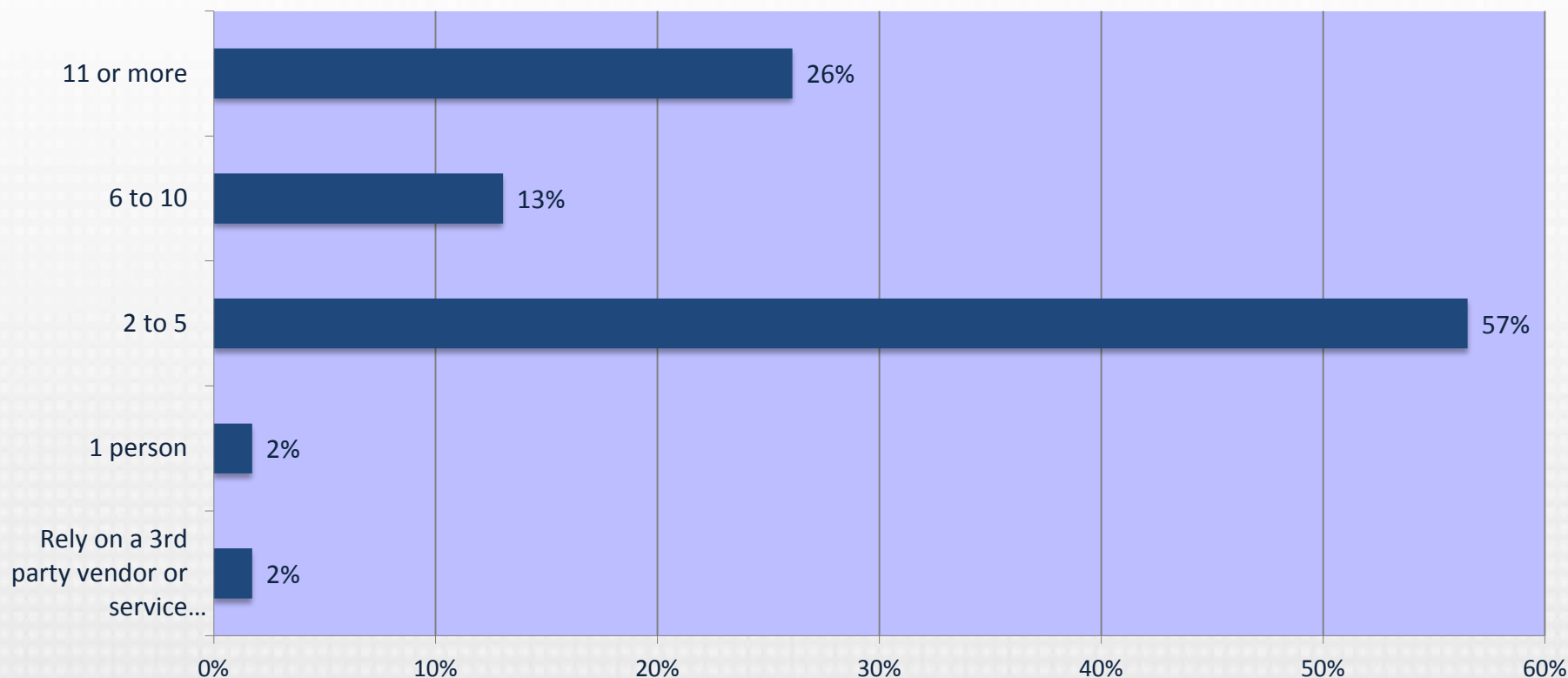
71% report that they mostly use FC SAN for storage in their organization.

What changes are you planning to make during the next year?



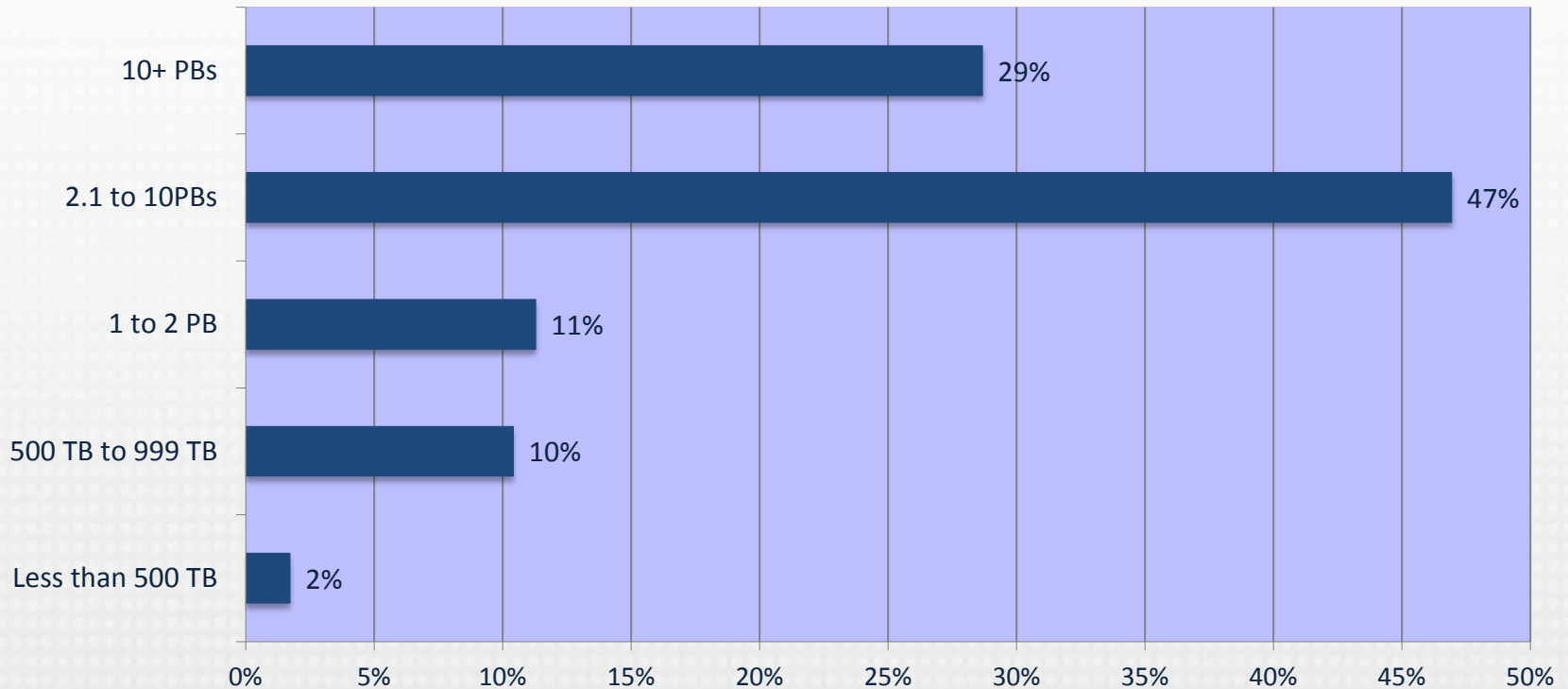
About half of responders (54%) anticipate the addition of flash arrays to their storage profile in the next year; there is also expectation of a wide range of other options: public cloud storage (28%); converged storage (26%); software defined storage (23%); and object based storage (21%).

How many people in your firm are directly involved with architecting/engineering new storage system deployments?



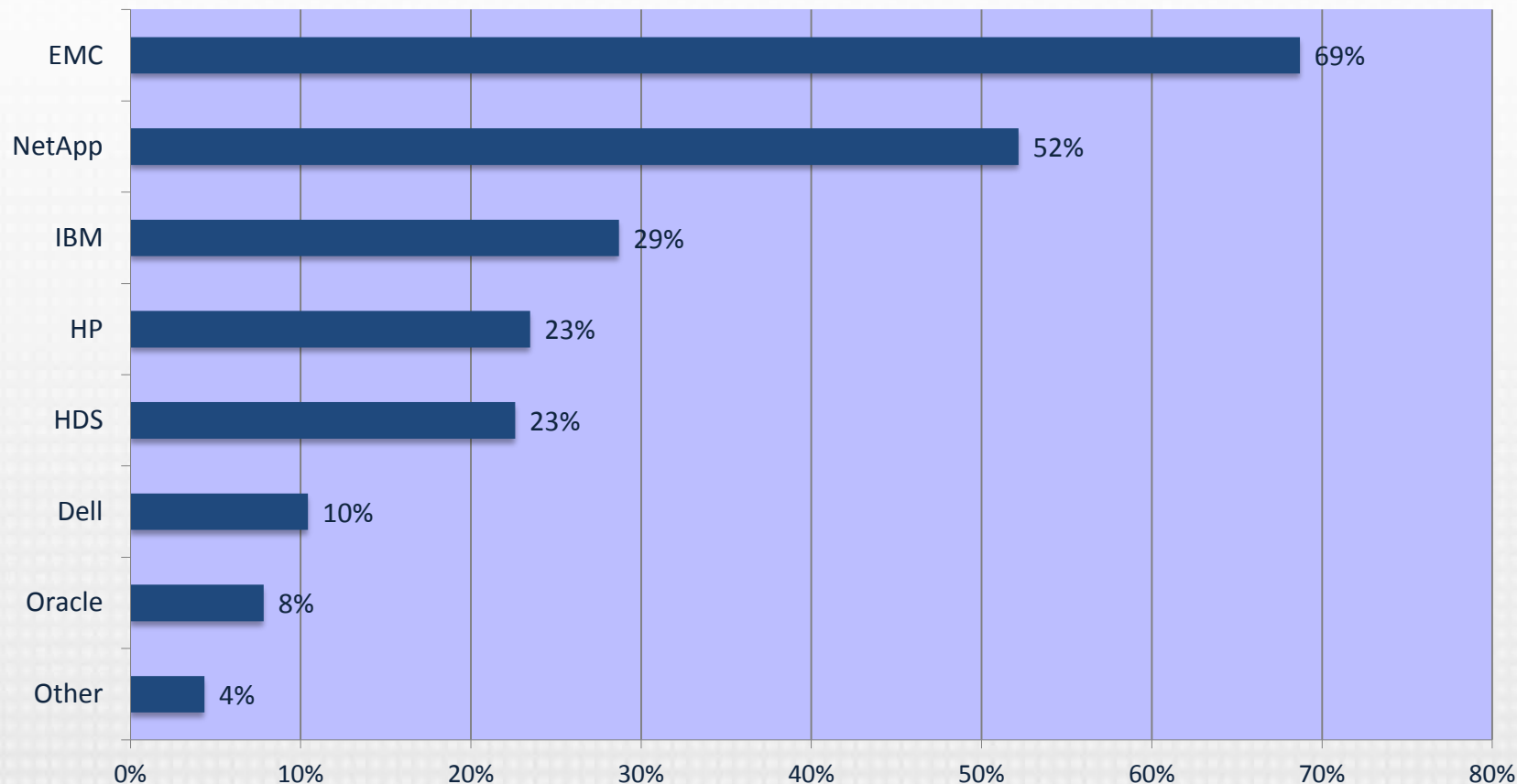
Most responders' organizations rely on a few individuals for architecting/engineering new storage deployments.

How much storage does your organization currently have deployed?



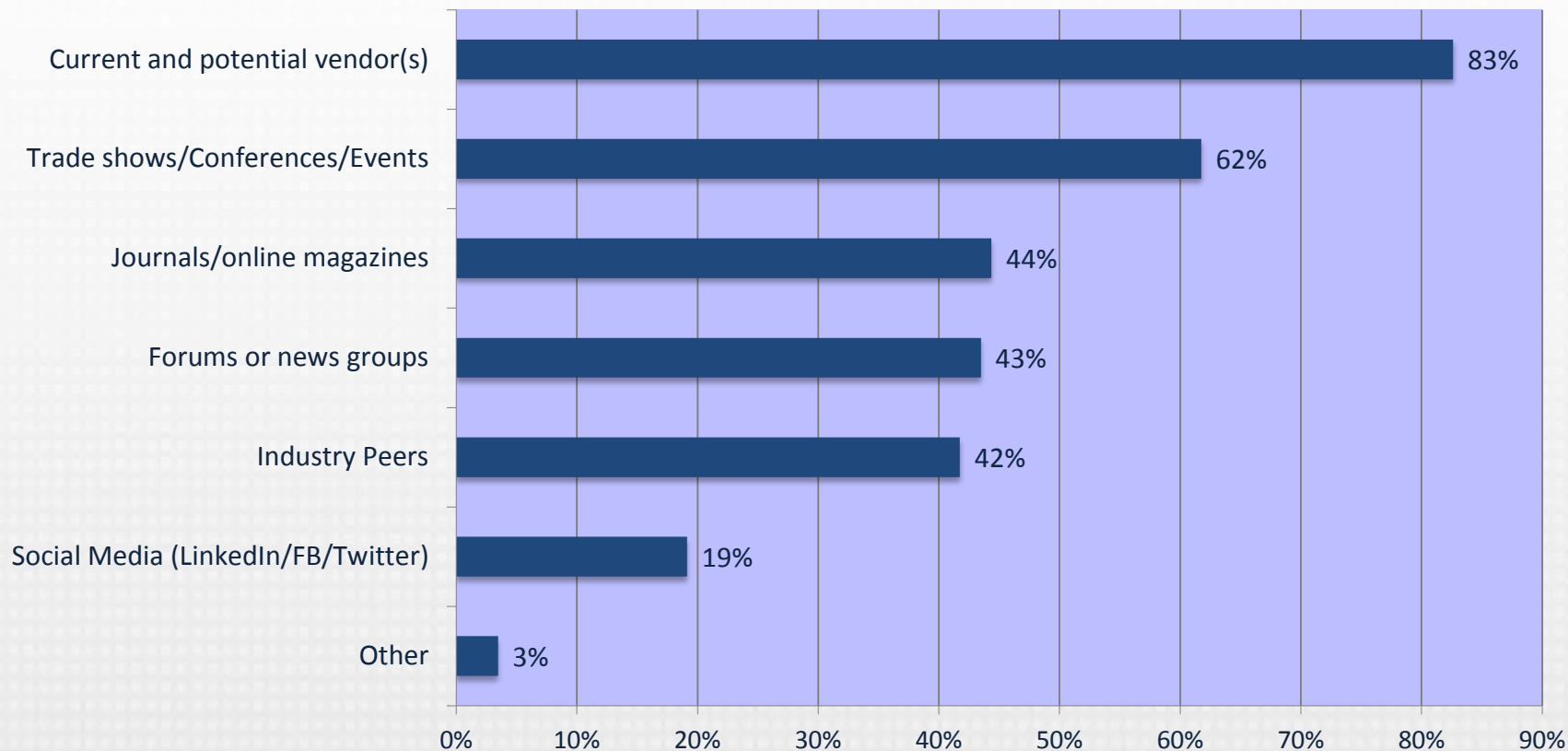
Storage requirements are massive – 76%% store more than 2 Petabytes of data.

Who is/are your primary storage vendor(s)?



EMC and NetApp dominate as storage vendors.

Where do you obtain news and information on new storage products and technologies?



The primary source of information on new storage products is current and potential vendors (83%); 62% use tradeshow, conferences, and events. Social media is a relatively low source of information.



As a leader in storage workload modeling, analytics and performance validation, Load Dynamix empowers:

- IT organizations with the insight they need to optimize the performance and dramatically reduce the cost of their storage infrastructure. Load Dynamix accelerates new application roll-outs, assures performance, and eliminates the risk of new storage deployments.
- Storage and network technology vendors with the insight they need to maximize the performance, scalability and reliability of their products. Load Dynamix accelerates your time to market and helps you prove the value of your products to prospective customers.

Addressing file, block, and object storage performance validation, Load Dynamix load generation appliances have the unique ability to stress today's most complex flash and hybrid storage systems to their limits.

Find out how Load Dynamix can help your business:<http://www.LoadDynamix.com>