



## ● Storage as a Service – On Premise ●

Data storage is the fastest-growing capital cost within the data centre. Research from Gartner's Enterprise Storage Management service has found that storage is increasing, on average, about 45% per year.

What does this mean for your organisation? Traditionally every couple of years there is a spike in storage expenditure as a new shelf is purchased or the system is replaced outright. The migration between systems can be quite problematic and as a result the transition period is occurring earlier and earlier between platforms to ensure data availability. Daisy understands that this repetitive incremental investment can be a distraction, and that organisations are looking for a storage service which is always available, always on, with a pay-as-you-use approach that breaks this purchasing cycle.

Daisy On-premise Storage as a Service may be the solution to resolve your storage burdens. The solution provides an operating cost model with utility billing. The system is fully supported (hardware, software, and upgrades) within your own data centre, providing the local performance needed for your physical and virtual server infrastructure. In addition, customers without a secondary site can elect to use Daisy off-site replication and backup services.

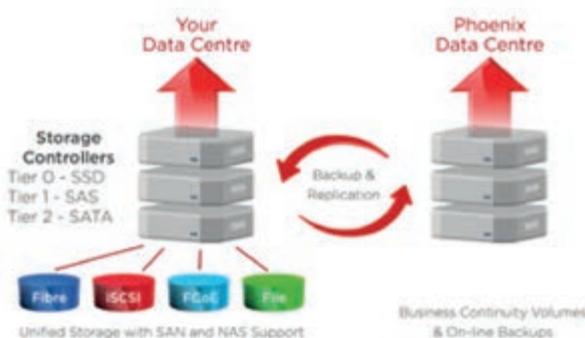
### Service Description

Daisy On-premise Storage as a Service provides you with the latest storage technology charged as a simple monthly rental over 3 years. In addition Daisy will provision an overflow storage buffer from day one, that you only start to pay for when you need it, and only charged per gigabyte per month when you start to use it.

Depending on the tiers deployed – Solid State Drives (Tier Zero), SAS Drives (Tier 1), SATA Storage (Tier 2) the appropriate buffer shelves are deployed free of charge. As storage is consumed you are charged at a rate relative to the tier used and then billed on a monthly basis along with your fixed standing charge for the base capacity.

### Daisy's Storage as a Service helps you to:

- Refresh your storage platform with the latest technology
- Avoid upfront capital outlays and monthly rentals
- Ensure that future capacity growth is catered for seamlessly on a 'pay-as-you-use' basis
- Avoid surprises to your IT budget, with hardware, software and storage upgrades all provided within one contract
- Benefit directly from deduplication, compression, thin provisioning and other storage efficiency technology
- Manage storage service payments as they are treated as an operating expense and can be off-set against taxable profits to give you even greater benefit (to be determined by your accounting advisors)





### How does the service work?

Daisy will design, deploy and configure the Storage platform within your data centre for a nominal fixed price set-up fee. Thereafter the Daisy Storage as a Service has two components – a fixed base minimum capacity, plus a pre-provisioned storage buffer for any overflow usage.

The key is you only pay for what you consume! If you move storage between tiers the price changes to reflect the movement. Once the buffer shelf has reached 80% of capacity then Daisy will provide a new shelf automatically ensuring your business can always meet demand. When the system needs to be replaced at the end of the term the volumes are easily migrated to the new platform, with no data loss and continuous availability.

### Key Features and Benefits

- No obligation to the amount of usage above the fixed base minimum over the contract term
- Addition of extra storage shelves within the capacity of the same rack will be coterminous with the original contract term
- Monthly Billing in advance per Gb for the fixed base capacity, and monthly in arrears for any overflow use of the buffer storage
- Capacity Threshold Monitoring: When systems reach a predetermined capacity level, Daisy will make arrangements to ship and install more storage
- Usage Monitoring: Daisy will monitor usage on a weekly basis throughout each month
- Software Support: Daisy will provide software support
- Hardware Maintenance: Daisy will provide hardware break fix support
- Shelf / Controller Upgrades: Daisy will provide the hardware and the professional services to upgrade capacity. Capacity usage will be monitored monthly
- Flexible end-of-term options: At the end of the contract you can either extend the agreement on mutually agreed terms, continue with the existing agreement month-to-month at current terms or terminate the contract and return the equipment to Daisy

### Other Related Services

Daisy also provide complementary services including:-

- Storage as a Service – On-Line Backup
- Storage as a Service – Data Replication
- Storage as a Service – Archive Vault
- Daisy Data Centre Recovery
- Daisy Workspace Recovery
- Daisy Emergency Office

**“Maximise your agility and smooth your cash flow with Daisy’s Storage as a Service.”**

To find out more about Daisy consultancy services speak to one of our specialists today:

 **0800 040 88 88**

 [sales@daisygroup.com](mailto:sales@daisygroup.com)