



Utility Storage

A hosted, managed storage platform delivered as a true utility so you only pay for what you use, when you use it

MDS has developed a cost effective alternative to the traditional approach of owning and managing a storage platform that allows organisations to reduce risk, improve service and increase return on investment.

Challenge	Solution	Benefit
<p>The cost of delivering IT services to your organisation needs to be reduced without impact service levels.</p>	<p>MDS's Utility Storage platform delivers a highly available storage platform, hosted and managed by MDS, charged for on a per GB/month basis.</p>	<p>Capital costs associated with buying, managing, hosting and maintaining storage are eliminated. The overall cost of ownership is significantly reduced and service levels are often improved.</p>
<p>The reasons to centralise the storage estate have been identified but resource/skill constraints, risks and budgets are delaying or preventing the project.</p>	<p>MDS's Utility Storage platform is a ready made solution that can be deployed rapidly with no risk or impact on your IT resources. You only pay when the platform goes live.</p>	<p>The typical risks and constraints around migrating to a central storage platform are eliminated allowing you to achieve the benefits faster.</p>
<p>Your organisation requires higher levels of service for critical applications that cannot be achieved in-house.</p>	<p>The Utility Storage platform has been built using class leading technology from NetApp and EMC to provide the highest service levels from a Tier3 datacentre facility.</p>	<p>By moving critical data to the MDS Utility Storage platform, you can easily achieve 99.99% uptime or higher without the typical price associated.</p>
<p>Constant change within your organisation makes budgeting and planning difficult.</p>	<p>MDS offers complete flexibility on the Utility Storage platform without the typical penalties associated. The service can scale up or down according to requirements.</p>	<p>Your business can plan for change without the normal concerns over wasted investments, secure in the knowledge that the service is always available.</p>
<p>Higher levels of security and control that can be provided in house are required for mission critical data.</p>	<p>MDS's Utility Storage platform is hosted in a highly secure datacentre and built to ISO27001 standards. Regular testing of procedures and security are carried out as standard.</p>	<p>You can mitigate risk and achieve higher levels of security without the cost or pain associated with self certification.</p>

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MDS is part of B2net, the UK's leading storage integrator so storage is seen as the key enabler that underpins all key services MDS delivers to its customers. Built on class leading technology from NetApp and EMC, MDS provides Storage as a service from its secure datacentre facility that integrates tightly with the Utility Server platform to ensure high performance, availability and functionality that delivers to the highest levels of service.

In addition to this integration with Exchange, SQL, Oracle and VMware ensures that Point in Time Snapshot backups can be taken at any time to ensure data is protected and made available again if needed. Features such as de-duplication and flexible clones ensure that customers can extract optimum value from the service.

Billed as a utility on a cost per GB/month basis, customers avoid large capital investments and only pay for what they use on a month by month basis.

Operations

About MDS

Managed Data Storage Ltd (MDS) is dedicated to providing high quality, innovative services combined with best in class technology to deliver alternative solutions to traditional IT infrastructure problems. MDS was formed to fill a market demand for a provider of annuity services that truly understands how to integrate infrastructure technology.

MDS has invested time and money into building the infrastructure to support a range of managed services that are designed to help our customers achieve three objectives:-

- Reduce Risk
- Improve Service
- Increase Return On Investment

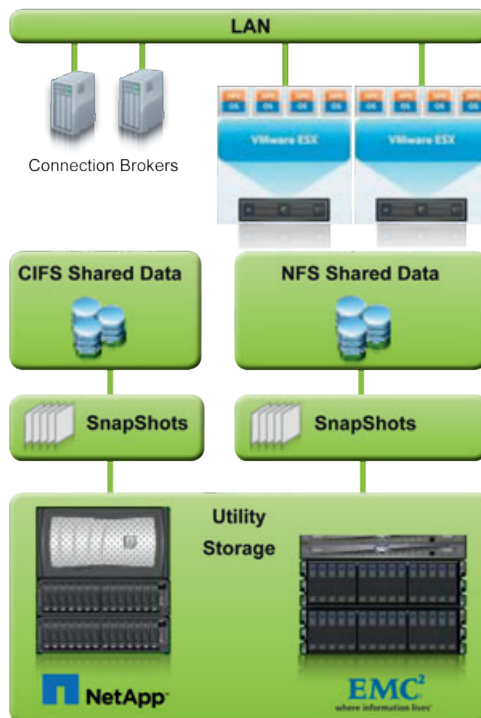
MDS set out to break the managed services mould. By taking a productised approach, it has simplified the process of delivering each service and created a repeatable model that allows it to deliver against these objectives cost effectively.

MDS offers 24x7 service from its Operations Centre in Chesterfield.

Management of the platform from end-to-end is carried out from the MDS Network Operations Centre. The MDS team provides Platinum Service Management to monitor 24x7, respond to alerts, manage change in the environment, implement updates and provide monthly reports on the service performance.

All of this is overseen by an MDS Service Delivery Manager who will conduct regular review meetings to ensure the service is delivering against the promised Service Level Agreements. Customers are billed using a utility model based on a price per server/VM. There are no up front capital costs, no hidden costs and the price includes all services, software, hard-ware, maintenance and communication links.

The diagram below shows a logical view of the MDS Utility Storage platform :-



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