



Backup

UTILISTOR can be relevant if a customer has problems with backups (e.g. meeting backup windows) or if they are considering implementing a new backup solution. Using UTILISTOR, or conducting an audit using the UTILISTOR tools will identify data that no longer needs to be backed up. This can reduce the backup window, the amount of media required for backups over the course of a year, reduce the size of tape hardware required for any centralised solution being considered.

Storage Consolidation

If customers are considering some form of storage consolidation UTILISTOR can be a very useful tool to help them. The information on a company's data that Otium UTILISTOR provides allows them to make informed decisions about what type of consolidation makes most sense for them. The first step in any consolidation exercise should be to understand the data you want to consolidate only then can you make decisions about DAS, NAS or SAN. Otium UTILISTOR provides this information. Once a decision to consolidate has been made, Otium UTILISTOR can identify the data that does not need to be moved into the new consolidated environment, thus reducing expenditure on hardware.

Storage Administration Problems

If you are aware that customers have issues and problems around managing their existing storage. (e.g. They have servers that consistently run out of disk space and they can't predict when and where this will happen or if customers are constantly having to upgrade disk a small amount at a time). In these instances selling Otium UTILISTOR or offering an audit service using Otium UTILISTOR can bring real benefits by easing the pain they are feeling in administering storage on a day to day basis

Removable Storage Sales/Archiving

It is relevant to mention UTILISTOR to customers that are looking to purchase removable storage such as optical juke boxes or those customers that explicitly mention the desire to archive. Anyone looking to Archive data will benefit from the functionality of UTILISTOR, as it will allow them to discover exactly what data they have, what needs to be archived and what can be discarded.

Disk Drive Sales

Whenever a disk array is being sold it is relevant to mention UTILISTOR. Selling a basic UTILISTOR license will allow customers to maximise the usage of their new disk hardware. It will extend the life of the purchase by minimising data growth. It will reduce management costs by providing ongoing monitoring of what files are being stored when and where on the disks. It will also allow them to stop unwanted data residing on these disks.

Server Sales

Every time a server is sold the complexity of managing storage increases. Every server added into a network means more disk capacity, more data to backup and more data to manage. Utilistor Disk Space Monitor will automate the process of checking that the new storage is not being overworked or over used.

Disaster Recovery

Many disaster recovery situations are based around replicating data in order that more than one "on-line copy" of data exists in different geographic locations. If customers are considering implementing any kind of replication solution, they will need to buy new disk to accommodate the replicated data. UTILISTOR can help them identify what is business critical data and what is not, they can then organise their data so they need only replicate their business critical data. This increases the efficiency of the solution and reduces the expenditure on disk hardware.