

A New level in Data Centre Efficiency How to get the most out of Intel's next generation Server CPU

Sun Intel European Business Technology Tour

Boost your x86 ROI - release the brakes on your x86 application performance. Join DSI at the Sun Intel European Business Technology Tour on Wednesday, 29th April, at Sun's Customer Briefing Centre in London.

Put an end to data bottlenecks in the data centre and achieve a breakthrough in cost savings:

Come to see how Sun and Intel x86 technologies open new horizons in performance, energy efficiency, data throughput and cost savings:

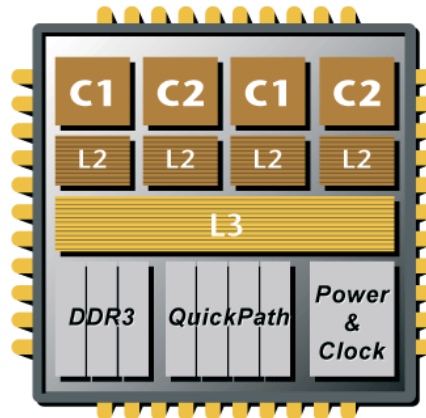
5 times more I/O than traditional storage - at 30% of the cost

Up to 60% lower licence cost and operation effort

turbo-charged application performance through multi-tier storage architecture using SSD and flash

ROI in months rather than years

These new technologies will reshape the economics of an industry and you can be among the first to benefit.



So if you have tighter budgets, need more "bang for the buck" or have a desire to simplify your IT operations - this is your unique chance to be ahead of your competitors.

The Sun Intel European Business Technology Tour offers a half day full of first hand information, live demos, solution offers and the chance to engage directly with the Sun and Intel teams.

Learn how to get most out of Intel's next Generation Server CPU with new Sun x86 Servers and Open Storage.

Register for this event at www.dsiltld.co.uk/events/sun/nehalem or by calling your DSI account manager before the 20th April 2009 to avoid disappointment

We will also be running a competition at the event where if you sign up for a try and buy or Sun Seed on one of Sun's new range of Intel High Performance Servers you will be entered in a draw for a chance to win a ticket to Tottenham v West Bromwich Albion or Tottenham v Manchester City with match program and full hospitality.

The winner of the hospitality day at White Hart Lane will also have their picture taken which will be published in the next issue of DSI News, along with some information around the day itself.

Visit the following website for more information around WHL;
<http://www.tottenhamhotspur.com/>



A promotional banner for the Sun Intel European Business Technology Tour. The banner features the Sun Microsystems and Intel logos in the top right corner. The main text reads "Sun Intel European Business Technology Tour". The background shows a person climbing a large rock formation against a blue sky.

In cash-tight economy, IT must speak up

Here's how IT can keep moving forward in the face of shaky markets, unpredictable business conditions, and looming budget cuts.

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I expect many of you are watching the market's ups and downs with trepidation, wondering what the effects will be on your IT organisation. In this article I'd like to explore the actions that we IT professionals can take to help our companies predict, prepare for, and respond to these economic forces.

Keep the focus on the long term

It's incumbent upon CIOs and IT departments to stay apprised of market forces that affect your company and your customers. Looking at today's financial instability, it becomes even more important for IT management to sit down with the leaders of their companies and understand what impacts the business is anticipating from the market. This allows the IT organisation to stay aligned and respond quickly to fast-changing conditions.

In my industry peer group, I see many CFOs and CEOs making potentially short-sighted decisions, cutting IT investments that require specialised resources. If you cut these programs mid-flight and then get the green light to start up again it can be difficult to do so. Many executives feel good making cuts and seeing instantaneous financial savings. But six months down the road they have to start over without the experts and resources they let go of. Rehiring takes time. The decision has far bigger ramifications than a line item on a spreadsheet.

Many CIOs have the benefit of regularly attending their company's strategy and product sessions. Those are typically informed by current market conditions. So whether the strategy is short-term cost containment or sticking to strategic programmes that have long-term benefits in

the face of dismal market conditions, those conversations have to happen with the senior leaders of the company. It's critical for IT to be fully aligned with the business as the market goes through these experiences.

When making cuts is unavoidable

So if you do have to make cuts, how do you choose? At Sun, all of our IT initiatives are directly tied to a corporate goal or strategy. I suggest that IT organisations ensure that their larger programmes, which might be a target for financial review, be well-documented and specifically tied to a corporate goal. That way the CFO/CEO can see the ramifications of cutting such an investment. IT projects that don't directly impact revenue or goals can become easy targets in fiscally troubled times.

So what can you do? First, take a good look at your compute infrastructure. Look for cost saving opportunities in (perhaps) non-traditional areas. Examine Software as a Service (SaaS) as a way to make operating costs more flexible with the ability to dial-up or dial-down services and costs as market forces and company demands require.

What about phone systems? Everyone carries a cell phone, so do you need a desk-side phone as well? Increase the work-from-home capabilities for your employees - and drive a decline in capital, office, and IT infrastructure costs. Wireless voice and voice over IP are some other ways to reduce or eliminate traditional fixed infrastructure.

Bottom line, if you're doing something because it has always been done that way, it's a candidate for rethinking.

Financial people who supervise our industry love to boil things down to an ROI analysis. But it's difficult to put a simple financial measure on IT investments. IT investments sometimes have a hard return. For example, you might eliminate two or more legacy applications by introducing a new one.

You can measure and quantify that. But more often it's impossible to accurately quantify the productivity impact on employees or the operational productivity impact. These are qualitative. You need to be prepared with arguments for both benefits to argue the full impact of your program.

At Sun, if there is an opportunity to defer a capital project that doesn't have an impact on our strategic plans or tactical initiatives, we'll do it. But in many companies there is a Catch 22. When cutting support functions - sales, finance, HR - there is an increased requirement for

automation. When headcount gets cut, the need for more systems increases. You can't buy them if you cut the IT budget. So it gets back to my point about ensuring that IT participates in the broader conversations within the ecosystem.

The upside: more cost-saving innovation. If there is an upside to a financial crisis, it's that people look for opportunities to be more cost-efficient. Technologies that require lower capital investments such as virtualization, open source, and SaaS offer these kinds of opportunities. Virtualization drives higher consolidation rates to improve productivity, utilisation rates, and operational performance, leading to lower cost.

At Sun, we've virtualised much of our application stack and have seen a sizable increase in the utilisation of our servers and other assets. Software as a service may or may not lower operating costs. But it certainly offers a more flexible cost model because you eliminate the sunk costs of traditional software.

SaaS allows you to dial the service up or down as your financial situation warrants. Because the SaaS provider handles the technology research and upgrades, you pay only for what you consume and avoid having assets sit idle.

Depending on your company culture, another upside is moving to a mobile work environment, which reduces the real estate and operational costs of keeping offices for employees. Sun shut down an entire campus of 4,000 people and sent them to work from home, saving the company millions of dollars in operating expense without cutting productivity.

Even sending people to work at home on Fridays and shutting off the lights and air conditioning can offer considerable savings. Cutting costs and being "green" are no longer mutually exclusive.

A key thing to remember is that financial crises and market situations are always cyclical. IT leadership must be ready to respond quickly as approval comes to restart your programmes. All of us, regardless of speciality, must be students of the market and have the ability to see upturns coming so that we can re-plan for programmes that have been trimmed. Early movers in both directions - up or down - are the winners.

Bob Worrall

CIO, Sun Microsystems

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Questions to ask about your existing IT infrastructure and what can be done to reduce costs



Questions to ask yourself;

*How much does it cost to power?
How much does it cost to cool?
How much does my annual maintenance cost?
When does the support life end?
Could I gain more performance from an upgrade?*

DSI with the help of Sun's IBB Program, are offering you a free audit of all your Sun kit to see where we can save you money.

This program is a hassle free, no obligation audit, and we do not charge a penny for it. So take a few minutes out to give us a call to see if we can save you money.

So why not see what discount you can gain from trading in your old IT equipment for newer more power efficient equipment.



How much is your maintenance costing you???
Call us on 0845 006 7777 or email: sales@dsiltd.co.uk

ULTRASPARC

DSI edge out Dell with Sun power efficient servers

Maxima is one of the UK and Ireland's leading IT solution and service providers, offering a unique blend of deep industry knowledge and specialist technology expertise to deliver real business value to organisations of all sizes across a wide range of sectors. Maxima's portfolio spans a broad spectrum of customer IT requirements, from ERP, CRM, business intelligence and performance management solutions to high quality managed services for your applications and IT infrastructure.

Distributor Systems International Limited has been a trusted partner and supplier to DXI Networks since 2007, and the relationship continues to flourish since Maxima Group acquired DXI in July 2008, with DSI now being a preferred supplier to the Maxima group.

The relationship began when Ben Ford, Business Development Manager at DSI had a remit to build a new customer base for himself and DSI. Ford happened to come across DXI at the time and made an introduction phone call, Keith Foster Operations Director received that call and was impressed by the professionalism and knowledge of Ben and latterly the whole DSI team. Maxima's preferred server vendor at the time was Dell and they initially had concerns over the pricing of the Sun x86 offerings but had heard that

Sun had some of the leading eco-friendly servers and smallest form factor while maintaining the highest performance. With Maxima offering a hosting service to their customers form factor, power and cooling are of a great concern and the Sun offering addressed these and it was not long before Sun and DSI alleviated Maxima's concerns over pricing.

DSI are a long standing partner of over 14 years with Sun Microsystems and work closely with the Sun account management team to help make sure we provide the right level of service, pricing and lead times to our customers. Maxima asked DSI to provide a competitive quotation against a Dell offering and we picked up that challenge to make sure DSI and Sun were offering the right products at the right price, Ford says *"Everyone knows Dell offer very aggressive pricing and the perception is that Sun are more expensive, however the build quality and reliability are ratings that customers are looking at the saving that can be made on rack space, power, and cooling plus the servers are very competitively priced"*

Initially DSI and Sun were not as cheap as Dell but both keen to bring on Maxima as a customer and never like losing to the competition, so we worked closely on



some very aggressive pricing to make sure that Maxima knew we were interested in competing to provide not only the best price, but also a higher performing and more energy efficient system. Maxima recognised that they sometimes have to pay a small premium for the leading x86 products and after sales service from Sun and DSI.

Keith Foster, Operations Director at Maxima says *"Ben and the DSI team are proactive, agile and quick to respond to our business needs, some of our projects appear out of nowhere and I have the confidence and comfort that DSI are always available and quick to respond to our needs no matter how big or how small"*

DSI supply Maxima with a multitude of products and services in addition to the full range of Sun solutions, and the partnership continues to flourish. We build long standing relationships with our customers and at times they become an extension of our team, we believe Maxima will continue to be part of this long into the future.

Why lease in 2009

Weighing the Options

At a time when cash is scarce, but the need to invest in cost-saving or productivity-boosting technology remains, many businesses are considering alternatives to buying systems outright. Leasing, or paying over time for a system, provides financial flexibility to companies that need it.

Often the response is: "We have the cash, so why lease? Leasing costs money that can be saved by buying cash." This would be a simplistic point of view and maybe not necessarily the view from a financial perspective;

One of the considerations a FD has to ensure is that the cash is there when needed and is not tied up in a technology purchase that cannot be changed. The IT manager also needs to maintain the flexibility to react to changes in technology and the demands of the user & business. Avoiding paying interest and financing charges can be very attractive. Putting money in a bank pays interest to the business, whereas leasing costs the business interest. Cash, by whatever means, is not free money to spend. It is a limited business asset that can be applied to many areas of the business, and thus there is an opportunity cost associated with it. Therefore, for a FD, they may have better, more profitable uses for the cash at hand than buying IT assets as an option.

In addition, there can be tax advantages to leasing that are not available when the IT technology is purchased. Leasing is also beneficial because of the residual value of the technology-i.e., what the lessor (the provider) can expect to recover from the sale of the technology at the end of the lease period. The residual value will contribute to a reduced lease cost. Further, the residual value of the IT equipment will reduce the Total Cost of Ownership (TCO).

Another simplistic view is to think that keeping the technology for four years makes purchase more sensible. But technology continues to improve, making earlier systems obsolete sooner; another major change that is happening is towards greener operations for businesses.

Owning older equipment that consumes more electrical power will result in higher operating costs than the new, more energy-efficient products. Leasing allows the business to replace the power hungry equipment with less-costly-to-power systems. Replacing the equipment can reduce the power consumption which would otherwise cost the business more than pay the interest charges on the lease.

A technology refresh program is common & leasing allows a fixed monthly payment while delivering proactive technology replacement. Disposing of purchased technology is a hidden cost that is seldom considered. This hidden cost does not appear until the disposal time for the technology.

The hidden cost will increase the IT budget, but with no return from the investment (money and labour) for disposal. In a leasing arrangement, the lessor has to deal with this disposal, at no cost to the business, simplifying the IT procurement.

The outright purchase of the technology may look favourable if the business has cash on hand or unused bank lines of credit and does not anticipate any new business opportunities to surface that would require technology changes before the lifespan of the purchase is complete. This attitude, in today's business climate, is probably not realistic. Buying will not disappear, but leasing will become equally considered rather than ignored.

Financial institutions and their consistent ability to provide credit have changed; stability is less common today. Market, competition and government regulations are unpredictable and may not be the same next year as this year. In fact, the safe assumption is that they will not.

What happens when a business makes an older technology purchase just before the emerging technology becomes available? This means locked into the older technology without fully realising the return on investment which can take one or two years. Buying after two years means that the purchased technology will be obsolete only two to three years after the purchase. This lock-in may eventually damage the profitability or means scrapping the older technology before its capitalised end-of-life. This means wasted cash and a charge to the P&L. In contrast, a three year lease allows flexibility to change technology when needed to keep pace with or stay ahead of competitors.

In Summary: THE ADVANTAGES OF LEASING

The advantages to leasing are multiple. There are both technology and financial reasons to lease.

**Can smooth out budget fluctuations and preserve cash.*

**Provides an alternative source of capital in addition to bank lines of credit.*

**Will facilitate rapid deployment of new and emerging technologies.*

** Will facilitate standardisation efforts across the business.*

** Provides an effective disposal strategy for used hardware at the end of the lease.*

** Offers tax advantages where the entire monthly payment can be written off as an expense or capitalised depending on the lease type.*

Leasing allows the financial useful life of the IT assets to be synchronised with the realities of the constantly changing environment. This reduces the risk and financial exposure for the Business. Leasing for 3-4 years is a good balance of the TCO, technology trends and business demands. Regulatory and compliance requirements have stimulated organisa-

tions to implement effective asset management linked to the financial reporting systems, which makes leasing much easier to embrace.

Leasing improves the technology infrastructure management as an operating cost instead of as an asset based investment. When the IT infrastructure is treated as a fixed asset, then the business mindset may limit the flexibility which is important in remaining current & at the forefront of technology. Leasing retains the flexibility to respond to the market forces that produce rapid product changes.

Whether your business should buy or lease depends on your IT investment strategy, cash situation and many other factors. While your financial auditors is your best guide, these points can help you determine what is best for your organisation.

Lease because:

It frees up cash. Leasing enables you to use cash for other payments or investments that are important to your company's growth. It can also help you align payments with cash flow.

You want to stay on the cutting edge. Many leases include the ability to upgrade when new technology is available. That way, you can stay ahead of the curve by refreshing technology when needed. Even if leasing costs your company a bit more in the long run, it may be worthwhile to have a predictable expense and new equipment every few years.

You want support. Maintenance and support services are often incorporated into the lease contract. This can potentially reduce your support staffing costs, and minimise the possibility of surprise expenses if something goes wrong.

Your credit will be preserved. Leasing allows you to preserve your business's existing credit so you can qualify for other financing down the line.

Hardware disposal will be someone else's problem. Many leases include an equipment return provision. Eliminating the expense of disposing of old equipment can be a significant benefit.

Of short-term tax benefits. With a lease, your entire lease payment can be deducted from taxable income, allowing you to write off equipment expenses more quickly than if you owned the equipment and used standard depreciation. As always, be sure to consult your auditors for details.

Herdika Patel-Panchasra
Commercial /Web 2.0 / Channel- Leasing
Account Manager at Sun Microsystems



CONTROL COST AND REDUCE TCO THRIVE IN A CHILLY ECONOMY

Special leasing offer on Sun SPARC Enterprise M-Series systems

Today's economy demands better cost control. Reduce TCO with Sun SPARC Enterprise® M-Series servers featuring built-in virtualization technologies. With the ability to seamlessly scale from 1 CPU to 64 CPUs and support up to 2 TB of memory, the Sun SPARC® Enterprise M-Series servers are the most powerful and resilient UNIX® servers available. Experience these servers yourself and improve control over your cash flow by taking advantage of a special 30-month lease structure offer.

Program description

Take advantage of a 30-month lease on Sun SPARC Enterprise M4000/5000/8000/9000 systems with the option to upgrade to new next-generation Sun systems for a 30-month lease term between months 25-30.

With the Sun's special leasing conditions on SPARC Enterprise M-Series systems, you have the option to blend the best-in-class technology of Sun Microsystems with unique financing services.

Refresh option

Two options after 24 months

- **Upgrade** – Return Sun SPARC Enterprise system to Sun and have a new, similarly-sized Sun 'next-generation' system under a new 30-month leasing contract. (Upgrade option is available at any point during months 25-30)

OR

- **Continue** – Initial equipment and contract remain in place through full 30-month term

Customer features and benefits

Acquisition of a new Sun SPARC Enterprise M-Series system today with smooth and rapid transition to Sun's next generation system in just two years.

- No contractual obligation to upgrade to 'next-generation' system
- 30-month lease structure offers competitive monthly payments (improving control over cash flow)—attractive even without tech-refresh option. Special leasing offer on Enterprise systems.

Please contact a DSI representative if leasing an M-Series server is of interest, and also ask for information on leasing options available for X86 and Storage units.

Leasing conditions on Sun SPARC Enterprise Systems. Applicable products – Sun SPARC Enterprise systems only: M4000/5000/8000/9000 configurations only. Maintenance and installation may be included. Restrictions may apply.

Sun Microsystems, Inc. 4150 Network Circle, Santa Clara, CA 95054 USA **Phone** 1-650-960-1300 or 1-800-555-9SUN **Web** sun.com

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SunWIN #555856 Lit. #SYOT14791-0 03/09

Key benefits

- Consolidate and virtualize your datacenter
- Reduce TCO and improve your cash flow control
- Scalability—vertically, diagonally or horizontally to meet high-growth demands
- Includes the open source Solaris 10 OS
- Main-frame class features to deliver extreme reliability
- Open source, no-cost virtualization
- Competitive leasing and financing



Raritan Improves Blade Server Management with New Software for Dominion KX II KVM-over-IP Switch

London (13 January 2009)

Raritan today expanded its capabilities for managing blade servers, including leading blade servers from IBM, HP and Dell, so that data centre blade and rack-mounted servers can be managed efficiently through a single easy-to-use interface.

The new software release for the Dominion® KX II -- Raritan's award-winning KVM-over-IP switch -- presents a more complete view of the data centre by including all types of servers in a hierarchical display, and provides extensive server access options and a rich suite of management features.

Unlike competing offerings, Dominion KX II provides blade access and management without requiring the use, and expense, of a separate management system. The KX II automatically discovers blades and provides server access at the rack or remotely from the office, home or on-the-road using secure in-band and/or out-of-band access methods. The KX II's easy-to-use, browser-based user interface provides a consistent user experience for both remote and at-the-rack server management.

By identifying blade servers with name and/or slot number, the KX II enables one-click user access -- eliminating the need to use complex and sometimes non-intuitive hot-key switching sequences provided by blade manufacturers. The KX II's Universal Virtual Media feature enables remote installation of software, file transfers, data backup and diagnostics.

When used with Raritan's power management products, the Dominion KX II can remotely control a server's power.

"The high market adoption of the Dominion KX is a testament to its unique and powerful server management capabilities, and its ability to support the evolving data centre," said Peter Suriani, Director of Product Management at Raritan. "It addresses today's data centre management issues arising from higher-density, virtualised, and lights-out operations. It also supports Green IT trends. The Dominion KX II helps IT teams manage more - servers, locations, technology platforms, applications -- with fewer resources."

Overcoming the complexity of managing multiple blade architectures, the Dominion KX II leverages the inherent strengths and capabilities of a blade server. For example, Raritan security features -- such as 128-bit Advanced Encryption Standard (AES) of keyboard, video and mouse data, strong password support, and built-in authentication capabilities -- are maintained, while several blade-specific security features are leveraged, including per-blade access permissions to give fine, granular user access control and hot-key blocking to avoid unauthorised access.

By accessing a blade's management module, the server's advanced management and administration capabilities are leveraged by the Dominion KX II. This includes automated blade discovery, dynamic blade server status, and secure blade switching.

Dominion KX II and CommandCenter Secure Gateway for Enterprises

For enterprise customers, the Commandcentre® Secure Gateway (CC-SG) management system expands the capabilities of the Dominion KX II solution. CC-SG integrates multiple Dominion KX II switches and connected servers to provide consolidated discovery, access and control, power management and auditing of all elements of an IT infrastructure - including virtual servers, physical servers (blade and rack servers), networking equipment, and power devices. Accessed by logging onto a single IP address, CC-SG eliminates time-consuming multiple logins and the need to open multiple interfaces in order to reach a specific server or group of servers.

CC-SG provides multiple views of blade servers, including a device view that shows blade servers organized by chassis. Powerful custom views allow the customer to view and organise blade servers by a variety of dimensions, such as site, rack, application or organisation.

Customer's can choose the type of access most useful to them for the task at hand by leveraging CC-SG's powerful in-band access to individual blade servers, as well as embedded KVM access (via iLo, DRAC or RSA).

CC-SG is an especially helpful tool for managing dynamic virtualised environments. To deliver accurate, real-time IT infrastructure views, CC-SG keeps tabs on the migration of data between virtual and physical machines.



Dominion® KX II Voted Best KVM-over-IP Technology

It's data centre management the way it should be



Call for competitive prices



Your benefits at a glance

- ▶ **NEW:** Supports Dell, HP and IBM blade servers
- ▶ Plug-and-play installation, easy-to-use interface
- ▶ Absolute Mouse Synchronization™ and Virtual Media
- ▶ Dual power supplies and dual Gigabit Ethernet ports, both with automatic failover



Managing Directors Comment

Michael F. Lyons
Managing Director DSI UK
Chairman DSIFZCO UAE

Over the last four months, the team at DSI have been working diligently on developing their skills in order to provide a better service to our customers.

Working with our partners DNS Arrow and Bell Micro Products we have achieved the following accreditations - HP Preferred Partner, VMware Enterprise and Microsoft Partner status.



These additions to our Raritan preferred partner status, NetApp Gold reseller, and Sun Principal accreditation position DSI well to be able to provide our customers with everything from power and server management, networking, provisioning and virtualisation of servers on multiple operating systems through to desktop consolidation and hot-desk solutions using Citrix and Sun Secure Global Desktop.

All this has been achieved without affecting the high level of service our customers are used to and the during these difficult economic times the company has still seen considerable growth in business.

Our goal is to continue on this path of excellence and we have already achieved the necessary accreditation to be elevated to Executive status with Sun, our key technology partner; and be number one in our field providing our customers with the best solutions that meet their needs when they need them and at an affordable price.

I would like to thank all the staff at DSI, DSI FZCO and our loyal customers who have made this all worthwhile.

If you do not wish to receive a copy of DSI News anymore please do email sales@dsilt.co.uk with your name and company address so that we will be able to remove you from our database.

If you do decide to unsubscribe we would like to thank you for so far for taking the time to read DSI News and wish you all the best for the future.

Meet our latest Open Storage offering.....the Sun Storage 7000 series

Faced with a challenging economic climate and rapid data growth, now is the time for storage operators and administrators to demand alternative ways to keep pace. Part of Sun's Open Storage offering, the Sun Storage 7000 series can save you up to 75% on file-based storage while delivering radically simplified storage management as well as breakthrough performance and scalability.

The Sun Storage 7000 series provides unmatched simplicity and ease-of-use through storage software that includes revolutionary DTrace Analytics functionality to help administrators quickly diagnose and resolve performance issues in production systems. This family of unified storage systems also changes the economics of storage by utilising a high-performance Hybrid Storage Pool architecture, industry-standard components, and open storage interfaces. The Hybrid Storage Pools offer up to 576 TB of capacity using a combination of solid-state drive (SSD) technology, DRAM, and hard disk drives.

Key Benefits

- Easy to use and flexible
- Simplified installation and administration
- Faster application response times
- Breakthrough price/performance
- High data availability with cluster option (S7410 model only)
- Enterprise data services with no additional licensing fees

And, they're PC Pro Recommended!



PC Pro have just completed their review of the Storage 7110 and its now published online at <http://www.pcpro.co.uk/reviews/245627/sun-storage-7110-unified-storage-system.html>.

The review will also feature in the hard-copy April 09 version (#174) available in February.

The great news is that the product won a PC Pro Recommended Award, with the overall verdict as,

'The 7110 delivers a complete network storage solution with no hidden catches. Both NAS and IP SAN are supported, performance is very good, and Sun won't be beaten on value.'

Will Trotman - Sun Microsystems Ltd
Systems Marketing Manager

ANNOUNCING THE SUN UNIFIED STORAGE SYSTEMS.

It's time to change your storage economics.

	Sun Storage 7410	NetApp FAS 3170	EMC NS80
Data Services*	Included	Fee Based	Fee Based
Flash Optimized	Yes	Not Available	Not Available
DTrace Analytics	Yes	Not Available	Not Available
Power Consumption	2524w	6426w	6975w
RAID Rebuild	Minutes	Hours	Hours
Space	12RU	45RU	43RU
Grand Total	£172,000	£611,000	£379,000

*Sun's Data Services Include Snap/Clone, Restore, Mirroring, Replication, Compression, Thin Provisioning, CIFS, NFS, HTTP/FTP and WebDAV.

Starting today, radically change the way you manage storage with breakthrough cost, speed, scale and ease.

Try Sun Unified Storage Systems for 60-days then buy at 20% off. Get started at
www.dsiltd.co.uk/try_and_buy