The smart buyer's guide to flash

Drive down costs

If you're thinking of investing in flash, cost is probably a major factor in your decision-making process and with most IT budgets staying fairly flat, you'll need to maximise performance while maintaining low costs. Keep the following factors in mind to get the most value from your next storage solution.

Workload scalability

Don't get a van when a compact car will do. If you have a less demanding workload, you'll save money by choosing the flash storage product that's the right size for your company's needs. Look for a mature suite of solutions that let you compare multiple products with different capacities.

Computing resources

End to end NVMe flash solutions actually cut back on overall IT expenses. With high speeds that eliminate storage-related infrastructure bottlenecks, flash lets you support larger workloads.

Storage installation needs

Flash storage requires less space to store the same amount of data. When you invest in flash, you save money by cutting back on costs associated with additional space and management requirements.

Efficient solutions

Flash modules use less power than hard drives. You can lower costs even further by paying close attention to power efficiency. Because flash modules use less power than hard drives, they have lower energy expenses.

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Prioritise performance

Accelerated performance

Faster is always better for business. NVMe Flash storage greater speeds give companies the power to quickly mine deeper insights and respond to customers almost instantaneously—all while using fewer resources and if you are looking for even faster response times you can add Storage Class Memory to your storage.

Harnessing existing applications

As you strive for better performance, you might consider replacing your applications or doing expensive and time-consuming optimisations just to seek out small improvements. But flash lets you boost performance while using your existing applications—no overhaul needed.

Data reduction

To improve storage efficiency, look for a solution with data reduction technologies, like pattern removal, deduplication and compression. Thin provisioning and space-efficient snapshots are additional functions that make the most of your storage capacity. Just watch out for compression solutions that include "recompression" as a value add. The first compression cycle should work well enough that a second one isn't needed.

Maturity

As a mature, reliable storage solution, flash is increasingly considered to be the new standard.

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Prioritise performance (Continued)

Customer Needs

1. **Preserve cash flow** by taking advantage of a variety of payment plans, leases, deferrals and consumption models.
2. **Simplify and optimise** IT administration by managing systems remotely and using analytics to make cost-saving decisions.
3. **Protect organisation** with the industry's most robust secure and resilient solutions – built in at every level, from cold data to cloud applications.

Customer Discussions

Clients can take out costs and handle new ways of working through:

- Introduce efficiency – FS
- Manage your DC remote – Insights
- Support O365 data – SPP
- Take cold data to cheap – Discover
- Data for AI – Scale
- Fit against Cyber incidents
- Fit for recover & save through technology

Storage Solutions

With the goal to help our clients in uncertain times, IBM Storage is offerings solutions free of charge for 90 days.

The selection of storage solutions are chosen based on these principles:

- Simple
- Easy to implement – remotely is best
- Easy and intuitive to learn and manage
- Provide significant savings for our clients

Solution Offerings

Available Offerings 90 days for free in production:

- Spectrum Scale
- Spectrum Protect Plus
- Spectrum Discover
- Spectrum Insights Pro
  (IBM is making Storage Insights Pro freely available to all)

Available Consulting for free:

- Cyber Resilience Assessment (1st out of 3 checks for free)
- CSA - Protect Health Check free delivered through Lab Services or BPs

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Plan for the future

Hybrid multicloud

Hybrid multicloud solutions offer undeniable advantages, but they also come with a unique set of challenges. With public clouds, you may see increased system latency caused by data being delivered over long distances. The performance of private clouds can suffer due to complex system architectures. With top speeds and high performance levels, flash more than compensates for these shortcomings, helping you get the most from your hybrid multicloud computing solutions.

Speed of innovation

The world's most successful businesses are constantly innovating. You already know timing is essential when you're introducing new rollouts, and your IT infrastructure will either drag you down or propel you forward. Whether you're modeling new concepts, connecting teams in different locations or turning raw data into insights, flash storage accelerates your speed of implementation.

Real-time analytics

When your competitors are making point-of-sale suggestions and analyzing transactions as they occur, you can't afford to fall behind. So if you haven't made the leap to real-time analytics, you'll need to do it soon. Stay competitive in this market with a storage system like flash that pulls information from multiple sources in mere microseconds.

Virtual

Virtual desktop infrastructure (VDI) helps you improve data security, lower costs and give employees access to their files from any device. But to make this technology successful, you need strong system performance. Flash not only delivers high-performance standards and lowers the cost per desktop, it also handles the extreme spikes in data traffic that are common with VDI implementations.

Container storage

Flash Storage is the enterprise container storage that helps you build and deploy enterprise class scale-out microservices applications to exceed your goals, delivering highest performance, data efficiency, protection, and agility your containers deserve.

Why we choose IBM?

SCC has partnered with IBM for almost 40 years; SCC bridges the gap between business needs and technology to deliver world-class solutions. We know IBM inside out, from its technology to its people and vision, and whatever we do together delivers the strongest, most agile solution.

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