

Showroom Storage

Solutions Démonstrations 2010
Enforce IBM answer by demonstrating it.....



Showroom Demonstrations Center Mission



LIVE REMOTE DEMOS



Provide live demonstrations platforms, than can be accessible remotely (using classical internet connection) by any IBM employees or IBM BP storage experts.

LIVE DEMOS



Organize demonstration or workshop at IBM Forum Paris. In that case, on top of the available demonstrations that can be shown to your customers, our team can provide them some products presentations and show them the datacenter.

Need for a workshop, or remote demonstration ?

• Manager :

Gilles Mallaret

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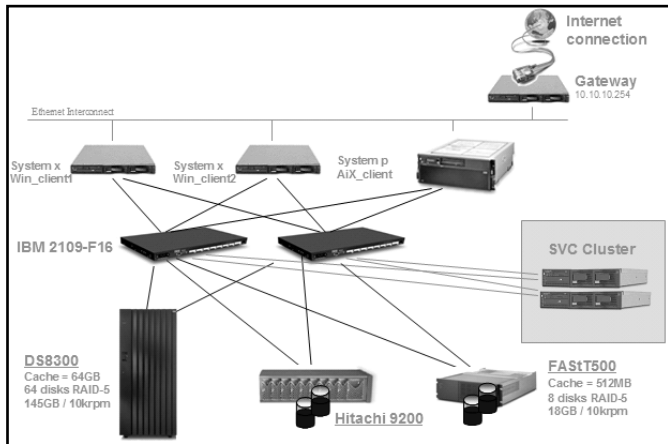
- IBM Forum Paris Showrom Data Center is actively supporting IBM's Smarter Planet approach
- IBM Forum Paris Showrom Data Center can help our customers address today's cost challenges, reduce risks and ensure the performance of their strategic business solutions Power System P.
It provides a full spectrum of test expertises and resources to answer customer interrogations ranging from pin sharp technical questions, to validation of end-to-end complex solutions on multi-platform system infrastructure.
- For booking a solution, please contact Gilles Mallaret

Our Solutions

- SVC Speederman
- SVC Végas
- DS4000
- SVC VMWARE
- Storage Infrastructure management
- DRP Management simplification
- Snapmanager for Microsoft Exchange (SME) benefits
- BM VTL De-Duplication Solution
- Benefits demonstration

SVC Speederman

- **The demonstration scenarios covers the following topics :**
 - SVC integration in an existing infrastructure
 - Dynamic migration in AiX environment
 - Dynamic migration in Windows environment
 - Flashcopy « out-side » the box
 - Space-Efficient Vdisk usage (**New**)
 - .
- **Related to Smarter planet theme by priority :**



**Dynamic
Infrastructure**

**Allow sales force to
demonstrate SVC
benefits**

Cust. like environment:
one platform with IBM &
non-IBM products
Audience: IT specialist /
IT Manager
Resources: one
technical sales (FTSS or
BPs)
Deliverable at customer
site via internet
connection
Duration: 1hour - 1hour
and half

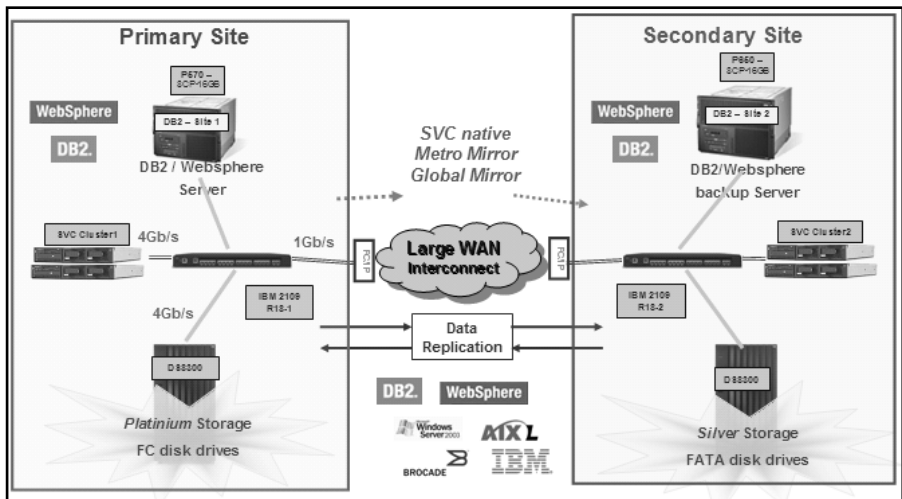
SVC VEGAS

- **The demonstration scenarios covers the following topics :**
 - Demonstrate how customer can simply take the next step toward a virtualized environment
 - Build a cost-effective replication solution with SVC and recover critical data from major disasters in heterogeneous storage equipment

- **Related to Smarter planet theme by priority :**

Dynamic Infrastructure

Demonstrate SVC Remote Copy Advanced Features



Cust. like environment: one DB2 environment
Audience: Customers IT specialist and IT Manager
Resources: System Storage Benchmark Team
Deliverable at customer site via internet connection or at Montpellier site
Duration: between 1 hours to a whole day

DS4000

- This demonstration allows to validate the ease of administration of a berry of disk DS4000, in interactive mode with the customer.

- **Related to Smarter planet theme by priority:**

**Dynamic
Infrastructure**

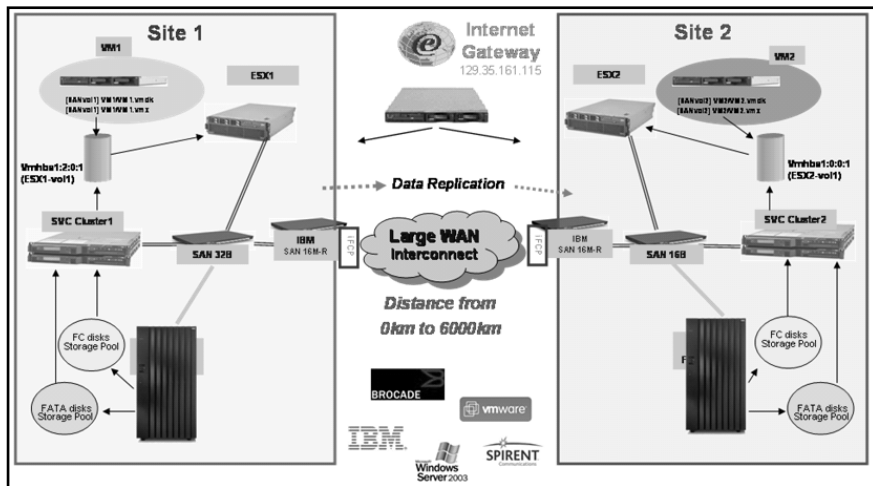
SVC VMWARE

- The demonstration scenarios covers the following topics under VMWare for a fully virtualized environment :
 - Introduce SVC,
 - Migrate data dynamically,
 - implement SVC RAID1,
 - Implement SVC Metro Mirror, etc....
- Related to Smarter planet theme by priority:

Dynamic Infrastructure

Allow sales force to demonstrate SVC benefits in combination with VMWare

Cust. like environment: one platform with IBM products and ESX servers
Audience: IT specialist / IT Manager
Resources: one technical sales (FTSS or BPs)
Deliverable at customer site via internet connection
Duration: between 1 hour and half a day

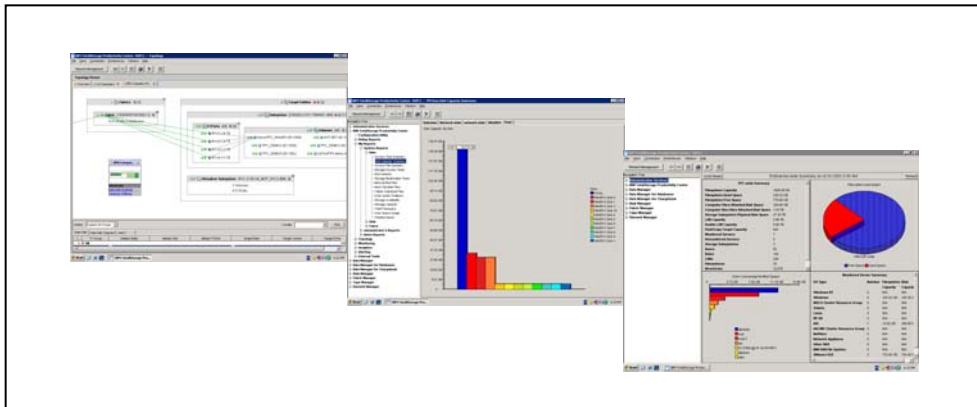


Storage infrastructure management

- **The demonstration scenarios covers the following topics :**
 - Space utilization monitoring, automatic control and optimization
How TPC gets information and offers reports about Space utilization of Storage Subsystems to monitor, control, and optimize this utilization.
 - Service Level monitoring, automatic control and optimization
How TPC gets information and offers reports about Performance and Availability of storage subsystems, switches and servers to monitor, control, and increase Service Levels.
- **Related to Smarter planet theme by priority:**

**Dynamic
Infrastructure**

**Allow sales force to
demonstrate TPC
benefits**



Cust. like environment:
one platform with IBM
products
Audience: IT specialist /
IT Manager
Resources: one
technical sales (FTSS or
BPs)
Deliverable at customer
site via internet
connection
Duration: 1hour - 1hour
and half

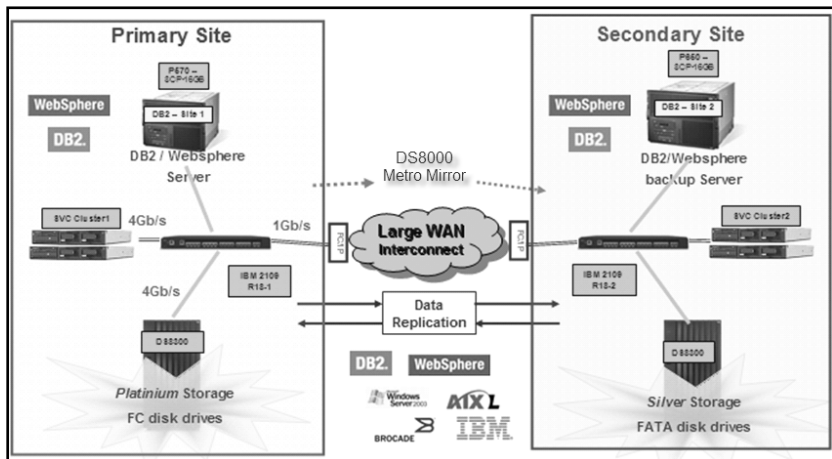
DRP Management Simplification

- **The demonstration scenarios covers the following topics :**
 - Have a “Solution-Oriented” approach to answer today business requirements
 - Business Continuity
 - High Availability
 - Disaster Recovery
 - Focus on IBM Storage Advanced Copy Services (Metro Mirror, Global Mirror)
 - Introduce TPC for Replication as single point of management of Copy Services
 - Demonstrate the whole solution on a “production-like” environment

- **Related to Smarter planet theme by priority :**

Dynamic Infrastructure

Allow sales force to demonstrate IBM Leadership in Business Continuity Solutions



Prod. like environment: one platform including 2 sites with DS8000[^], System P, DB2

Audience: Customer IT specialist / IT Manager

Resources: one technical sales (FTSS or BPs)

Deliverable at customer site via internet connection

Duration: from 1 to 3 hours

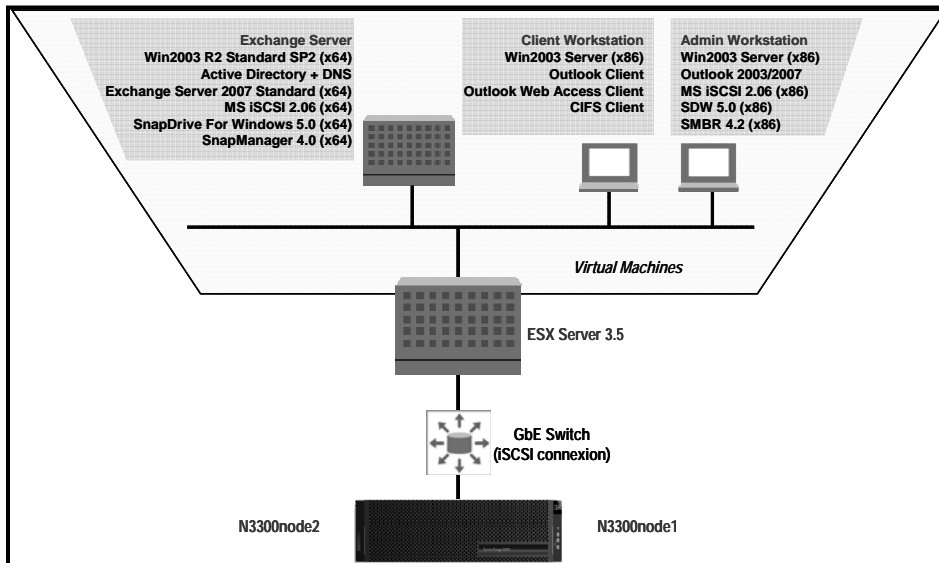
SnapManager for Microsoft Exchange (SME) benefits

- **The demonstration scenarios covers the following topics :**
 - Based on DataOnTap Snapshot capabilities, demonstrates how customer can easily benefit from the help of the SME Wizards to produce instant backup and restore of Microsoft Exchange mail databases content

- **Related to Smarter planet theme by priority :**

**Dynamic
Infrastructure**

Allow sales force to
demonstrate SME
benefits



Nseries platform: one N3300 (2 nodes)
Nseries platform: one N3300 (2 nodes)
VMWare environment: one IBM ESX server hosting Win2003 Virtual Machines
Audience: IT specialist / IT Manager
Resources: one technical sales (FTSS or BPs)
Deliverable at customer site via internet connection
Duration: 1 hour

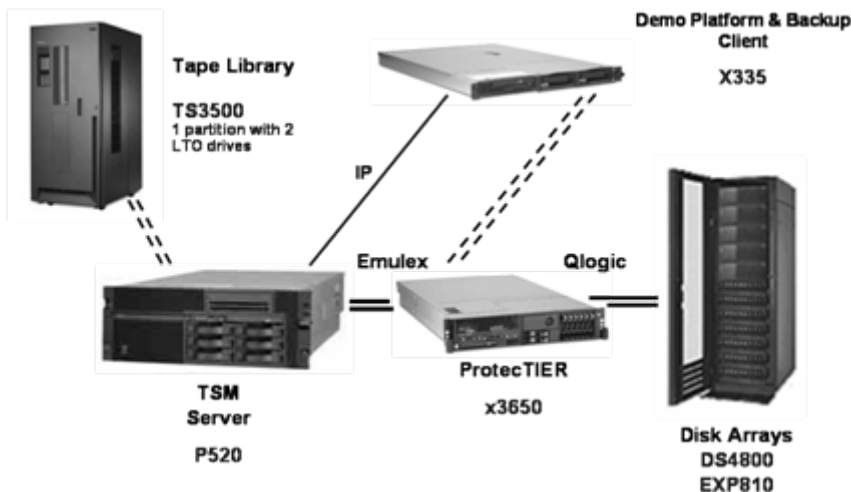
IBM VTL De-Duplication Solution

- **The demonstration scenarios covers the following topics on TS7650(G) Product Line:**
 - Explain the environment with a diagram
 - Navigate through the *ProtectTIER* Manager GUI, showing the VTL functions
 - Demonstrate different Backups with TSM, while showing Repository utilization, and De-Duplication ratio.
 - Demonstrate a Restore
- **Related to Smarter planet theme by priority :**

Dynamic Infrastructure

Live show of the functionality and benefits of the IBM ProtectTIER solution

Cust. like environment: one platform with IBM products and ProtectTIER
Audience: IBM Storage FTSS, Client Representatives, Business Partners
Resources: one technical sales (FTSS or BPs)
Deliverable at Client site via internet connection
Duration: 1 hour 1/4



Benefits demonstration

- **The demonstration scenarios covers the following topics :**
 - **Data migration to XiV and Volume Built-in Virtualization:**
 - Introduce the XiV Storage Subsystem in an existing environment
 - **Storage Capacity upgrade with automatic redistribution algorithm on System change**
 - **Snapshots and clone function to save and restore your data**
 - **Business Continuity**
 - Remote Data Replication on a “production like” environment with failover and failback scenario
- **_Related to Smarter planet theme by priority :**

**Dynamic
Infrastructure**



**Live show of the
functionality and
benefits of the IBM
XiV solution**

Audience: IBM Storage
FTSS, Client
Representatives,
Business Partners
Resources: one
technical sales (FTSS or
BPs)
Deliverable at customer
site via internet
connection
Duration: 1 hour