

The following documentation is an electronicallysubmitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at *wvOASIS.gov*. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at *WVPurchasing.gov* with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

WOASIS	Jump to: FORMS 🚖 Go 🤣 Home 🔑 Personalize 🚳 Accessibility 🛜 App Help 🌾 About 😈
Welcome, Lu Anne Cottrill	Procurement Budgeting Accounts Receivable Accounts Payable
Solicitation Response(SR) Dept: 0210 ID: ESR03081600000004150 Ver.: 1 Function: New	v Phase: Final Modified by batch , 03/08/2016
Header	
	🗮 List View
General Information Contact Default Values Discount Document Information	
Procurement Folder: 162343	SO Doc Code: CRFQ
Procurement Type: Central Purchase Order	SO Dept: 0210
Vendor ID: 000000219154	SO Doc ID: ISC160000007
Legal Name: SOFTWARE INFORMATION SYSTEMS LLC	Published Date: 2/29/16
Alias/DBA:	Close Date: 3/8/16
Total Bid: \$1,389,230.00	Close Time: 13:30
Response Date: 03/08/2016	Status: Closed
Response Time: 13:19	Solicitation Description: Replacement solution for State's primary backup system
	Total of Header Attachments: 0
	Total of All Attachments: 0



Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

#### State of West Virginia Solicitation Response

	Proc Folder: 162343 Solicitation Description: Replacement solution for State's primary backup system						
	Proc Type : Central Purchase Order						
Date issued	Solicitation Closes	Solicita	tion No	Version			
	2016-03-08 13:30:00	SR	0210 ESR0308160000004150	1			

#### VENDOR

00000219154

SOFTWARE INFORMATION SYSTEMS LLC

FOR INFORMATION CONTACT THE BUYER Stephanie L Gale

(304) 558-8801 stephanie.l.gale@wv.gov

Signature X

FEIN #

DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Cost of System	1.00000	JOB	\$1,389,230.0000	000 \$1,389,230.00
Comm Code	Manufacturer	Specification		Model #	
71151106					
Extended Des	scription : Total Cost of New System				



Purchasing Divison 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

#### State of West Virginia Request for Quotation

Pro	Proc Folder: 162343						
Do	Doc Description: Replacement solution for State's primary backup system						
Pro	c Type: Central Purcha	ase Order					
Date Issued	Solicitation Closes	Solicitation No	Version				
2016-02-29	2016-03-08	CRFQ 0210 ISC160000007	2				
	13:30:00						

BID RECEIVING LOCATION				
BID CLERK			والراب وسيعظم البين بيمير وليظم الانتجاز المنهي معرفي والمستحد المراز	
DEPARTMENT OF ADMINISTRATION				
PURCHASING DIVISION				
2019 WASHINGTON ST E				
CHARLESTON	WV	25305		
US				ж.

VENDOR		
Vendor Name, Address and Telephone Number:	Software Information System, LLC 200 Association Drive, Suite 210 Charleston, WV 25311	
200 Association Drive, Charleston, WV 25311		304 768-1645

FOR INFORMATION CONTACT THE BUYER			
Stephanie L Gale			
(304) 558-8801			
stephanie.l.gale@wv.gov			
1			
Signature X	FEIN # 6 /-137/685	DATE 3-8-2016	
All offers subject to all terms and conditions contained in this	s solicitation		

FORM ID : WV-PRC-CRFQ-001

Addendum #1 issued to:

1. Provide responses to technical questions.

End of Addendum #1.

SCHEDINE OF EVENTS

INVOICE TO			SHIP TO				
			IS&C - DATA CENTER MANAGER				
Del / a chile			DEPARTMENT OF ADMINISTRATION BLDG 6 RM B110				
1900 KANAV	WHA BLVD E, BLDG 5 10TH FLOOR		1900 KANAWHA BL\	/D E			
CHARLEST	ON WV25305		CHARLESTON	WV	25305-0135		
US			US				
Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	/ Total Price		
1	Cost of System	1.00000	JOB	1,399230	1,388,230		
Comm Code	Manufacturer	Speci	fication	Model #			
71151106	y.						
Extended Des	scription :						
Total Cost of	New System						

SCHEDULE	UF EVENTS		
Line	<u>Event</u>	Event Date	
1	Technical Questions Due	2016-02-22	

# **Request for Quotation**

# Backup System Replacement RFQ

### Attachment A – Pricing Page

CREQ 0210 ISC160000007 due 3-8-2016

Description		Cost
Hardware	(Includes 4 Year 7x24 Warranty Support)	\$1,100,000
(IBM Protec	Tier /V5000s/Lenovo X3500 M5)	
Software (IBM Storage	(Includes 4 Year 7x24 Support Support) e Software – IBM Spectrum Protect) TSM	\$259,230
Installatior	Services/Training	\$30,000
Total		\$1,389,230

Note: Includes 1 hour critical support

#### CERTIFICATIONAND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

(Authorized Signature) (Representative Name, Title) <u>304 768-1645 304-768-1671 3-8-3016</u> (Phone Number) (Fax Number) (Date)

#### ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: CRFQ 0200 15C16000007

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

#### Addendum Numbers Received:

(Check the box next to each addendum received)

[0	1	Addendum No. 1	ľ	]	Addendum No. 6
[	]	Addendum No. 2	]	]	Addendum No. 7
[	]	Addendum No. 3	I	]	Addendum No. 8
[	]	Addendum No. 4	E	]	Addendum No. 9
[	]	Addendum No. 5	[	I	Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

<u>Sys</u>temps LLC <u>Chert</u> P. Arnett Company Authorized Signature -32016 Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing. Revised 6/8/2012

#### ATTACHMENT B - VENDOR INFORMATION

Vendor Name

Software Frformston Systen, LCC

Vendor Address

200 Association Dri-

5-7- 210

Charlost., UN 25311

Charles D Arnett

Vendor Contact

Vendor E-Mail Address

carnette thinksis. com 3-2-2016

Vendor Signature

Date

#### STATE OF WEST VIRGINIA Purchasing Division PURCHASING AFFIDAVIT

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

#### **DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (*W. Va. Code* §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:
Vendor's Name: Software Intormy ty. System, CLC
Authorized Signature: Date: Date:
State of West Virginia
County of <u>Kanawha</u> , to-wit:
Taken, subscribed, and sworn to before me this 3 day of March, 2016
My Commission expires Nov 2020, 2020.
AFFIX SEAL HERE NOTARY PUBLIC faut Christman
Official Seal Official Seal Purchasing Affidavit (Revised 08/01/2015) South Charleston Public Library State of West Virginia South Charleston Public Library State of Notice and South Charleston WV 25303



#### Highlights

- Improves backup and recovery and simplifies disaster recovery operations
- Lowers operational costs and energy usage
- Manages more data with less
  infrastructure

# IBM System Storage TS7650G ProtecTIER Deduplication Gateway

Powerful data deduplication for improved backup and disaster recovery operations

The IBM® System Storage® TS7650G ProtecTIER® Deduplication Gateway is designed to meet the disk-based data protection needs of the enterprise data center while enabling significant infrastructure cost reductions. The solution offers industry-leading inline deduplication performance and scalability up to 1 petabyte (PB) of physical storage capacity per system that can provide up to 25 PB or more backup storage capacity. Combined with IBM or third-party storage, the ProtecTIER Gateway provides a powerful disk-based repository to improve the performance, retention and availability of backup and archive data.

The TS7650G ProtecTIER Deduplication Gateway provides:

- High-speed backups: Up to 2000 MB/sec or more (7.2 TB/hr) sustained inline deduplication backup performance
- Even faster restores: Up to 2800 MB/sec or more (10 TB/hr) sustained recovery performance
- Capacity: Easily scalable to provide up to 25 PB or more backup storage capacity
- Data Integrity: Nonhash-based approach avoids the possibility of data loss due to a hash collision
- Nondisruption: Inline approach ensures backup windows are met and existing operations are not disrupted
- Symantec OpenStorage (OST) support: Simplifies administration of backup, restore and replication operations
- Production proven: Tested and proven in thousands of production environments around the globe since 2005



ProtecTIER's native replication technology enables the automated electronic replication of backup data between one or more data centers, remote office and offsite storage locations for enhanced disaster recovery and business continuity. By eliminating the need to transport actual tape cartridges, data can be recovered faster and more reliably enabling systems to get back online quicker in the event of a disaster or major system outage. It also lowers the total cost of ownership of backup and recovery by eliminating the costs associated with moving and storing physical tape cartridges.

ProtecTIER deduplication with native replication technology provides:

- One-to-one replication for enhanced disaster recovery operations
- Many-to-one replication for improved remote office data protection
- Many-to-many replication for multiple data center environments
- · Enterprise-class data integrity level at all sites
- The ability for a remote site to become primary site during disaster recovery
- Replication that can occur concurrently with backup and inline deduplication
- · Easy-to-use GUI-based management and monitoring tools



Deploying a TS7650G ProtecTIER Deduplication Gateway solution can help organizations protect their corporate data on disk-based storage more efficiently while helping them manage the exponential growth of new data through reduction or elimination of duplicate data in their backups.

Form factor/height	Rack/4U per chassis	
Base unit	x3850 X5/x3950 X5 Base	
Processors	Four Intel Eight Core Xeon Processor X7560 (2.26 GHz 24 MB cache)/1066 MHz memory access 130w (32 processors total)	
Memory	Sixteen 4 GB PC3-8500 CL7 ECC DDR3 1066 MHz LP RDIMMs (64 GB memory total)	
Memory expansion cards	Eight x3850 X5/x3950 X5 Memory Expansion Cards	
Hard drives	Two 300 GB 10 K 6 Gbps SAS 2.5 in. SFF Slim-HS HDDs	
Bay fillers	Six 2.5-inch HDD Filler Bezel	
Optical drive	UltraSlim Enhanced SATA DVD-ROM	
Network interface	Integrated dual Gigabit Ethernet w/TCP-IP offload engine	
Power supply	Dual redundant 1975 W Power Supplies	
RAID controller	ServeRAID M5015 SAS/SATA Controller	
RAID configuration	ServeRAID Mirror SAS set (RAID1)	
RAID battery	ServeRAID M5000 Series Battery Assembly	
Expansion cards (a)	PRO/1000 PT Quad Port Server Adapter	
Expansion cards (b)	Two QLogic 8 GB FC Dual-port HBAs for IBM System x	

#### IBM System Storage TS7650G ProtecTIER Deduplication Gateway hardware at a glance

#### For more information

To learn more about the IBM System Storage TS7650G ProtecTIER Deduplication Gateway, please contact your IBM marketing representative or IBM Business Partner, or visit the following websites:

- ibm.com/systems/storage/tape/ts7650g
- ibm.com/systems/storage/tape/protectier

Additionally, IBM Global Financing can tailor financing solutions to your specific IT needs. For more information on great rates, flexible payment plans and loans, and asset buyback and disposal, visit: **ibm.com**/financing



© Copyright IBM Corporation 2011

IBM Systems and Technology Group Route 100 Somers, New York 10589

Produced in the United States of America July 2011 All Rights Reserved

IBM, the IBM logo, ibm.com, Protect More. Store Less., System Storage, ProtecTIER and HyperFactor, are trademarks or registered trademarks of International Business Machines Corporation in the United States, other countries or both. If these and other IBM trademarked terms are marked on their first occurrence in this information with a trademark symbol (® or ™), these symbols indicate U.S. registered or common law trademarks owned by IBM at the time this information was published. Such trademarks may also be registered or common law trademarks in other countries. A current list of IBM trademarks is available on the web at "Copyright and trademark information" at ibm.com/legal/copytrade.shtml.

Intel, Intel Iogo, Intel Inside, Intel Inside logo, Intel Centrino, Intel Centrino logo, Celeron, Intel Xeon, Intel SpeedStep, Itanium, and Pentium are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries.

Other company, product and service names may be trademarks or service marks of others. This document could include technical inaccuracies or typographical errors. IBM may make changes, improvements or alterations to the products, programs and services described in this document, including termination of such products, programs and services, at any time and without notice. Any statements regarding IBM's future direction and intent are subject to change or withdrawal without notice, and represent goals and objectives only. The information contained in this document is current as of the initial date of publication only and is subject to change without notice. IBM shall have no responsibility to update such information.

IBM is not responsible for the performance or interoperability of any non-IBM products discussed herein. Performance data for IBM and non-IBM products and services contained in this document was derived under specific operating and environmental conditions. The actual results obtained by any party implementing such products or services will depend on a large number of factors specific to such party's operating environment and may vary significantly. IBM makes no representation that these results can be expected or obtained in any implementation of any such products or services.



Please Recycle

# LENOVO SYSTEM x3500 M5

All-in-one business-critical two-socket tower or rack-mountable server





#### **BIG PERFORMANCE**

The new Lenovo System x3500 M5 delivers big performance and storage flexibility in a small footprint. Choose from models with up to 32 2.5-inch or 12 3.5-inch drives. Leverage tiered storage with a combination of fast-access 2.5-inch and low-cost-per-terabyte 3.5-inch drives in the same server.

Deploy up to two Intel® Xeon® processors E5-2600 v3 series for up to 36 cores per server. Accelerate your graphics applications with up to two optional GPUs. With twice the memory, up to 131 percent greater performance,<sup>1</sup> and 50 percent more cores and cache than the previous generation, the x3500 M5 lets your workloads fly.

#### SECURITY, RELIABILITY

The x3500 M5 integrates industry-leading security and reliability. System x Trusted Platform Assurance establishes a solid security foundation for your workloads—from infrastructure to analytics. You can also deploy self-encrypting drives with optional key management software.

Lenovo servers achieved the highest reliability of any x86 server.<sup>2</sup> Diagnostic tools such as Predictive Failure Analysis proactively monitor server sub-components to help reduce downtime and costs.

#### **INNOVATIVE DESIGN**

The x3500 M5 can keep your business running in extended operating temperatures for optimal performance in office and data center environments.

To further reduce energy costs, the x3500 M5 can run ample low-voltage TruDDR4 Memory modules along with available high-efficiency 80 PLUS® Titanium power supplies that deliver up to 96 percent efficiency.

Select configurations of the x3500 M5 are part of the TopSeller Portfolio, designed to meet the needs of small and midsized businesses. Easy to manage, TopSeller models vary by country.



#### **SPECIFICATIONS**

FORM FACTOR/HEIGHT	Tower (5U rack-mountable)	
PROCESSOR (MAX)	Up to two 18-core Intel® Xeon® processors E5-2600 v3 series; support for up to two 300 W GPUs	
MEMORY (MAX)	Up to 1.5 TB with 64 GB TruDDR4™ Memory LRDIMMs, up to 45 MB cache	
DISK BAYS	Up to 32 2.5-inch hot-swap hard disk drives (HDDs) or solid-state drives (SSDs), or up to 12 3.5-inch hot-swap HDDs or 6 3.5-inch simple-swap HDDs, or a combination of up to 16 2.5-inch hot-swap HDDs/SSDs with up to 6 3.5-inch hot-swap HDDs	
MEDIA BAYS	DVD-ROM and optional tape drive	
NETWORK INTERFACE	Quad-port Gigabit Ethernet and single-port IMM2 standard; optional 10 GbE PCIe adapters	
POWER SUPPLY (STD/MAX)	1/2 HS redundant 550/750/900 W, 80 PLUS Platinum or 750 W 80 PLUS Titanium	
HOT-SWAP COMPONENTS	Power supplies, fans and HDDs/SSDs	
RAID SUPPORT	Up to two 12 Gbps hardware RAID adapters -0, -1, -10 with RAID-5, -50, -6, -60 upgrades	
SYSTEMS MANAGEMENT	IMM2 with dedicated management port (optional remote presence); Predictive Failure Analysis, Diagnostic LEDs; Lenovo XClarity	
OPERATING SYSTEMS SUPPORTED	Microsoft Windows Server , Red Hat Enterprise Linux, SUSE Linux Enterprise, VMware vSphere - (optional USB Key or SD Media Adapter)	
LIMITED WARRANTY	3-year customer replaceable unit and onsite limited warranty, next business day 9x5, service upgrades available	

<sup>1</sup> Up to 131 percent performance boost based on internal measurements as of June 2014 for representative Java-based workloads, Intel Xeon E5-2699 v3 (18C, 2.3 GHz, 145W) vs. Intel Xeon E5-2697 v2 (12C, 2.7 GHz, 130W)

<sup>2</sup> ITIC 2014 Reliability Survey: IBM Servers Most Reliable for Sixth Straight Year http://www.lenovo.com/images/products/system-x/pdfs/analyst-reports/XSL03126USEN.PDF

#### **OPTIONS**

64 GB TruDDR4 Memory (4Rx4, 1.2V) PC4-17000 CL15 2133 MHz LP RDIMM	6 TB 7.2K NL SATA 512e HDDs and 6 TB 7.2K NL SAS 512e HDDs and SEDs	ServeRAID M5210 and SAS/SATA Controllers
95Y4812	00FN173, 00FN228 and 00FN258	46C9110
Add more TruDDR4 Memory to improve the performance of all your workloads.	Optimize storage with high density and low cost per GB hard drives.	12Gbps data transfer rates with MegaRAID SafeStore support for self-encryption drive services.
For a complete list of options, visit lenovoquicknick com		

For a complete list of options, visit lenovoquickpick.com

#### FOR MORE INFORMATION

To learn more about the Lenovo System x3500 M5, contact your Lenovo Business Partner, or visit: **lenovo.com**/systems/servers

NEED STORAGE?	Learn more about Lenovo Storage lenovo.com/systems/storage
NEED SERVICES?	Learn more about Lenovo Services lenovo.com/systems/services



#### © 2015 Lenovo. All rights reserved.

Availability: Offers, prices, specifications and availability may change without notice. Lenovo is not responsible for photographic or typographic errors. Warranty: For a copy of applicable warranties, write to: Warranty Information, 500 Park Offices Drive, RTP, NC, 27709, Attr:: Dept. ZPYA/B600. Lenovo makes no representation or warranty regarding third-party products or services. Trademarks: Lenovo, the Lenovo logo, TopSeller Portfolio, System x, TruDDR4 are trademarks or registered trademarks of Microsoft and Windows are registered trademarks of Microsoft Corporation. Intel, the Intel logo, Xeon, and Xeon Inside are trademarks of registered trademarks of Intel Corporation in the U.S. and other countries. Other company, product, and service names may be trademarks or service marks of others. Visit www.lenovo.com/lenovo/us/en/safecomp.html periodically for the latest information on safe and effective computing.



# SMARTER BACKUP AND RECOVERY.

Imagine if you could save up to 38% in backup infrastructure costs.<sup>1</sup> Imagine instant backups that can recover a single file in less than two minutes. IBM's smarter approach gives you the ability to visualize your backup infrastructure, control changes and automate tasks to help you deliver improved IT services at a lower cost.

# SINPLICITY IS YOUR DATA PROTECTED?

# IBM can help you:

- See if your data is protected anytime, using any browser-based device
- Use multisite replication and fail-over

with confidence

Manage backups with your choice of Tivoli<sup>®</sup> Storage Manager Operations Center or VMware vSphere



- EMC recommends multiple products with multiple user interfaces for typical workloads, increasing administration complexity<sup>2</sup>
- EMC Avamar agents must be installed on all VMs to enable file restores<sup>3</sup>



TSM Operations Center gives me an excellent status overview at a glance. Before, it would be virtually impossible to get the same overview of a TSM environment."

— Roger Stakkestad, PEANUTS

**SCALABILITY** Are your backups keeping up with data growth?



# IBM can help you:

- Manage up to twice as many backups per administrator<sup>4</sup>
- Start small and grow to billions of objects with one backup server

Today, we can manage backups for about 4,000 systems per technician. Other backup software would need twice as many people to support the same business."

— Peter Nielsen CEO of cloud backup provider Front-safe Backup 500 VMware images in as little as 15 minutes<sup>5</sup>



- 7 CommVault backup servers can be consolidated with 1 TSM server<sup>6</sup>
- CommVault Manual Disaster Recovery processes can become complex and nearly impossible to audit<sup>7</sup>

# **EFFICIENCY** ARE YOU WASTING MONEY ON INEFFICIENT BACKUPS?

# **IBM can help you:**

- Reduce required backup storage space by up to 95%<sup>8</sup>
- Enable nonexperts to manage backups
- Restore files from snapshot backups in as little as 2 minutes





 With Symantec, up to 9x more backup and media servers are needed to protect the same data<sup>9</sup> [TSM capacity pricing] rewards operational environments that strive for greater storage efficiency."

— John Webster, Evaluator Group

According to industry analyst Gartner, 1/3 of businesses will replace their backup and recovery solutions between 2012 and 2016 due to cost, complexity or lack of capability. **Will you be ready?**  Share this infographic:



### SEE HOW THE LATEST VERSION OF IBM TIVOLI® STORAGE MANAGER OPERATIONS CENTER IMPROVES BACKUP ADMINISTRATION, IMPROVES SCALABILITY AND BOOSTS EFFICIENCY.



1. Average of individual customer Analysis Engine Reports from Butterfly Software, http://public.dhe.ibm.com/common/ssi/ecm/en/tiw14150usen/TIW14150USEN.PDF, May 2013, n=450. The savings include cumulative 36-month hardware, hardware maintenance and electrical power savings. Excludes one-time TSM migration cost.

2. Avamar: Deduplication, Virtual environment, remote office http://www.emc.com/backup-and-recovery/avamar/avamar.htm; Networker; Tape management, replication http://www.emc.com/backup-and-recovery/networker; Tape management, replication http://www.emc.com/backup-and-recovery/avamar/avamar.htm; Networker; Tape management, replication http://www.emc.com/backup-and-recovery/networker; Tape management, replication http://www

3. http://www.emc.com/collateral/software/data-sheet/h2568-emc-avamar-ds.pdf

4. Front-safe Case Study

5. IBM internal testing. https://www-304.ibm.com/connections/blogs/tivolistorage/entry/backup\_1000\_virtual\_machines\_in\_less\_than\_36\_minutes7?lang=en\_us

6. http://www-01.ibm.com/software/tivoli/subscriptionandsupport/whats-new-storage-manager/ and http://documentation.commvault/celease\_10\_0\_0/books\_online\_1/ english\_us/prod\_info/dedup\_disk.htm?var1=http://documentation.commvault.com/commvault/release\_10\_0\_0/books\_online\_1/english\_us/features/dedup\_disk/building\_block.htm 7. http://documentation.commvault.com/commvault/release\_10\_0\_0/books\_online\_1/english\_us/prod\_info/disaster\_recovery.htm?var1=http://documentation.commvault.com/commvault/release\_10\_0\_0/books\_online\_1/english\_us/prod\_info/disaster\_recovery.htm?var1=http://documentation.commvault.com/commvault.com/commvault/release\_10\_0\_0/books\_online\_1/english\_us/prod\_info/disaster\_recovery.htm?var1=http://documentation.commvault.com/commvault.com/commvault.com/commvault.com/commvault/release\_10\_0\_0/books\_online\_1/english\_us/prod\_info/disaster\_recovery.htm?var1=http://documentation.commvault.com/com

8. Enterprise Strategy Group, Tony Palmer, February, 2013





Let's Build a Smarter Planet.