

The IBM TotalStorage Solution Center An Asset of System Value

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The IBM Storage Systems Group conceived and implemented an initiative known as the TotalStorage Solution Center (TSSC), originally known as SAN Solution Center, in 1999. The goal of the TSSC initiative is to provide end users across the world a *local* facility for system design and integration, to ensure that networked storage solutions could be designed and demonstrated to end users in a test and perform environment. This capability was jointly initiated and established at IBM Premier Business Partner sites where competence was in place and test laboratories could be expanded to include key storage technologies. These technologies include Enterprise Storage Server (ESS), Magstar 3590 tape libraries, LTO tape libraries, 7133 SSA devices, SAN fibre switches and directors such as McDATA and Brocade, as well as storage management software such as Tivoli, Veritas, and the like.

A Priceless Resource

The Value Proposition of the TSSC is very simple. Today's storage solutions need to meet complex business requirements, both in simple economic terms and maximum business impact. A costly solution is never preferred; therefore businesses need a high level of availability, manageability, and value in their storage solution. The TSSC creates a "testing laboratory" environment to design, test, and prove a potential solution. By observing and adapting a potential solution in this manner, businesses can ensure that the actual installed solution meets, and often surpasses, the range of needs envisioned without experimentation ON SITE.

The First TSSC

IBM and Datatrend Technologies collaborated at the very outset of the initiative in 1999 and established the first TSSC in the world. This Center was implemented in the Minneapolis/St. Paul area to serve both local and nationwide customers in designing, testing, implementing, and serving Networked Storage Solutions to meet specific customer requirements. The Center, in its three year history, has proven to be of immense value to users in proving solutions, integrating many different storage options such as disk, tape, backup and recovery software, fibre switches and directors, UNIX and NT servers, etc. In this way, the Center is used to absolutely guarantee system integrity, performance, and reliability before actual end user installations.



Datatrend met and exceeded all IBM expectations in their implementation of the TSSC and became the first of its kind for this venture. There are now over 150 such sites worldwide in countries such as China, Korea, South Africa, Russia, and Poland.

IBM is proud of the long partnership with Datatrend and fully expects it to continue for many years into the future. The TSSC is just part of the IBM/Datatrend Value Proposition which is obvious to all who visit and take advantage of this aspect of the relationship. Come on in and take a "test drive" and experience for yourself the impact the TSSC can have on your storage plans and purchases.