

This document contains highlights from the Corporate Technology, Inc. Storage Reports for 2004 and 2008. The 2008 report has just been issued and a few highlights from it are presented. Then all the Charts from the 2004 report are presented. In each survey, Corporate Technologies interviewed persons responsible for storage in large companies, often Fortune 1000 companies. The "N=" citation at the bottom right of the charts represents the number of persons interviewed.

### General Storage Trends in 2008 report

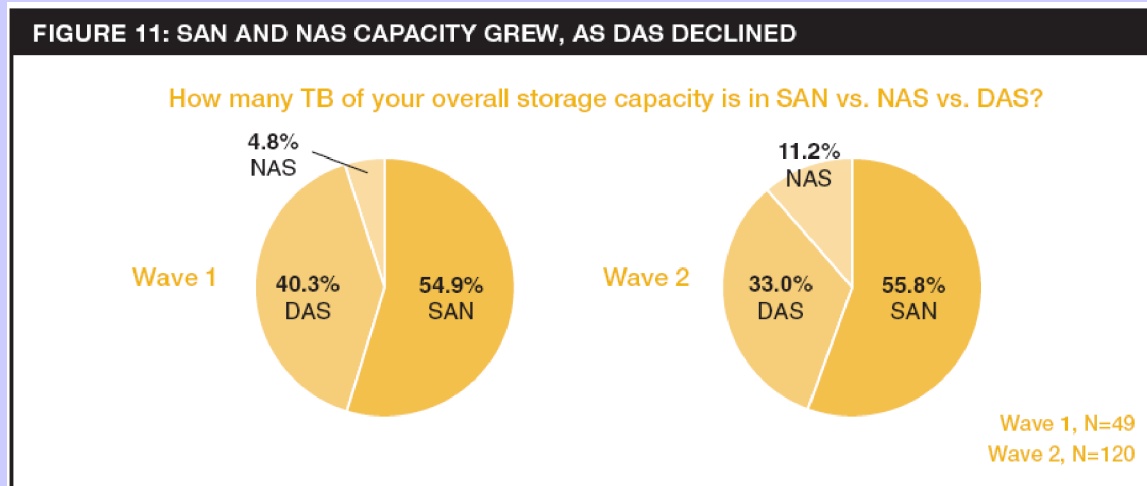
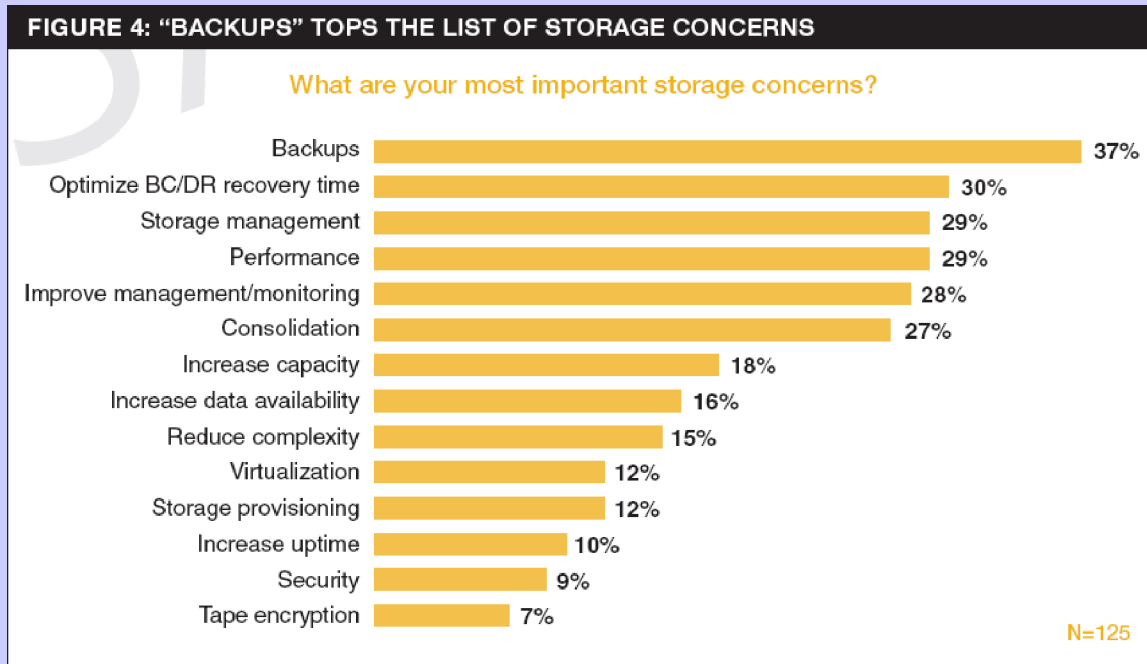
1. The majority of senior IT decision-makers plan to maintain or grow their storage spending over the next 12 months, with an average projected storage budget increase of 6.6%.
2. The majority of respondents project that their storage administrative headcount will remain the same over the next 12 months in spite of the fact that storage capacity and storage budgets are increasing.

### Top Three Storage Concerns in 2008

The most frequently mentioned issue in the top three is backups, cited by 37% of the respondents as one of their top three storage concerns.

The next most frequently mentioned issue is, not surprisingly, optimize business continuity and disaster recovery time, cited by 30% of the respondents as one of their top three storage concerns.

As expected, storage management and performance are both cited by 29% of the respondents respectively as one of their top three storage concerns.



Conclusions from the 2008 report.

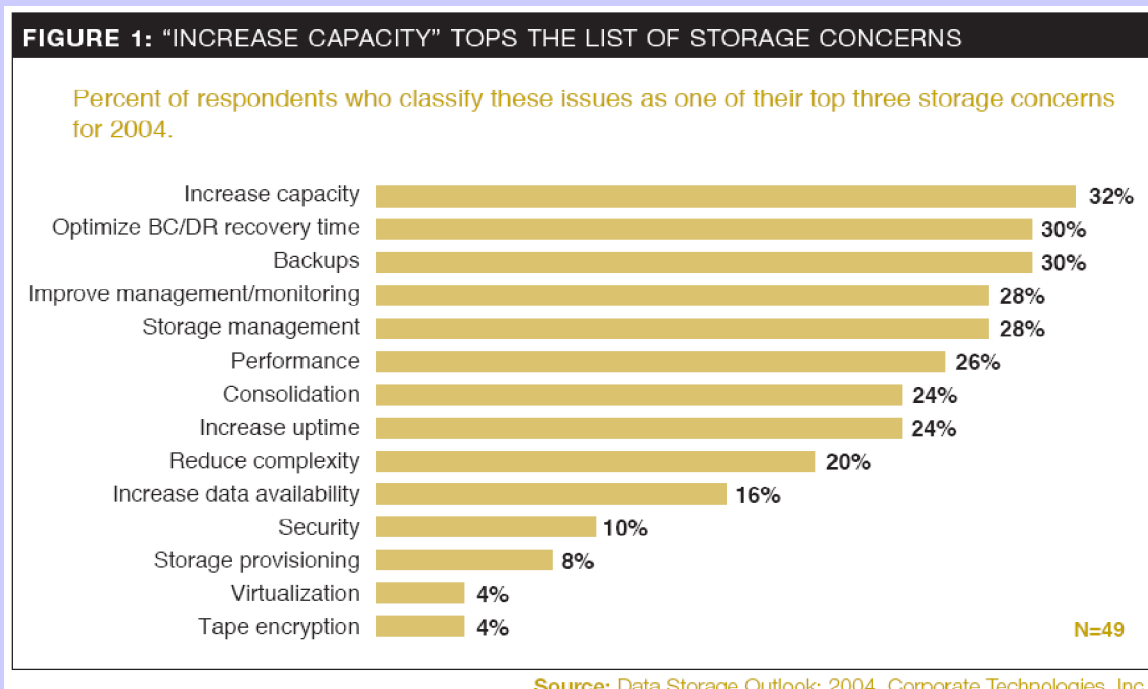
*Overall storage capacity will continue to increase for the foreseeable future for several reasons. Not only is data increasing, but so also is the reluctance to delete data. This trend will continue until tools are available to determine data importance. Second, large amounts of data are required for business intelligence tools, which are increasingly being leveraged by companies to gain competitive advantage through superior revenue generation and operational efficiencies. Third, the purchase of storage is becoming more*

*organized and proactive with the emergence of dedicated storage teams focused on addressing their enterprises overall storage strategy rather than on a per-project short-term basis.*

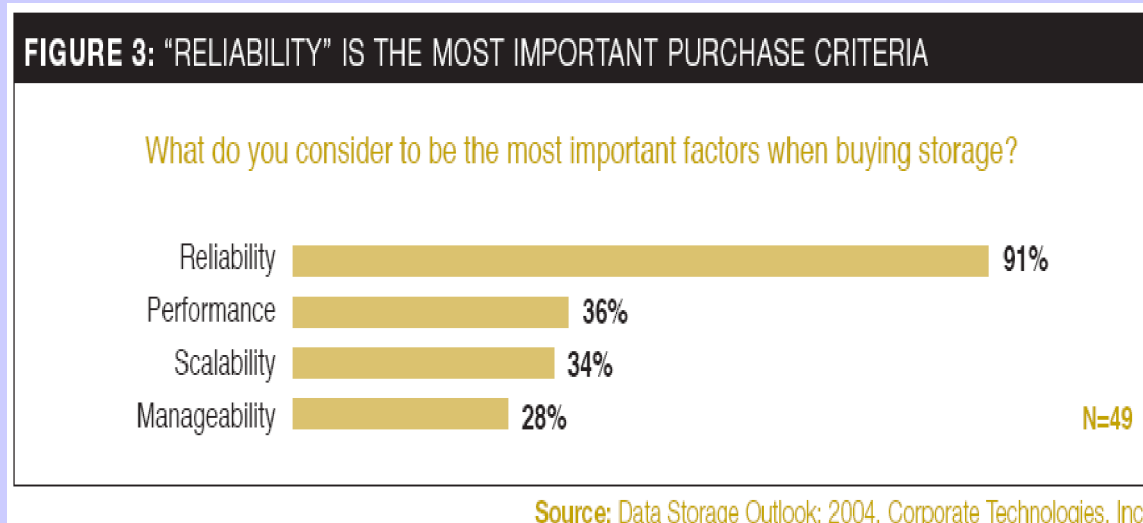
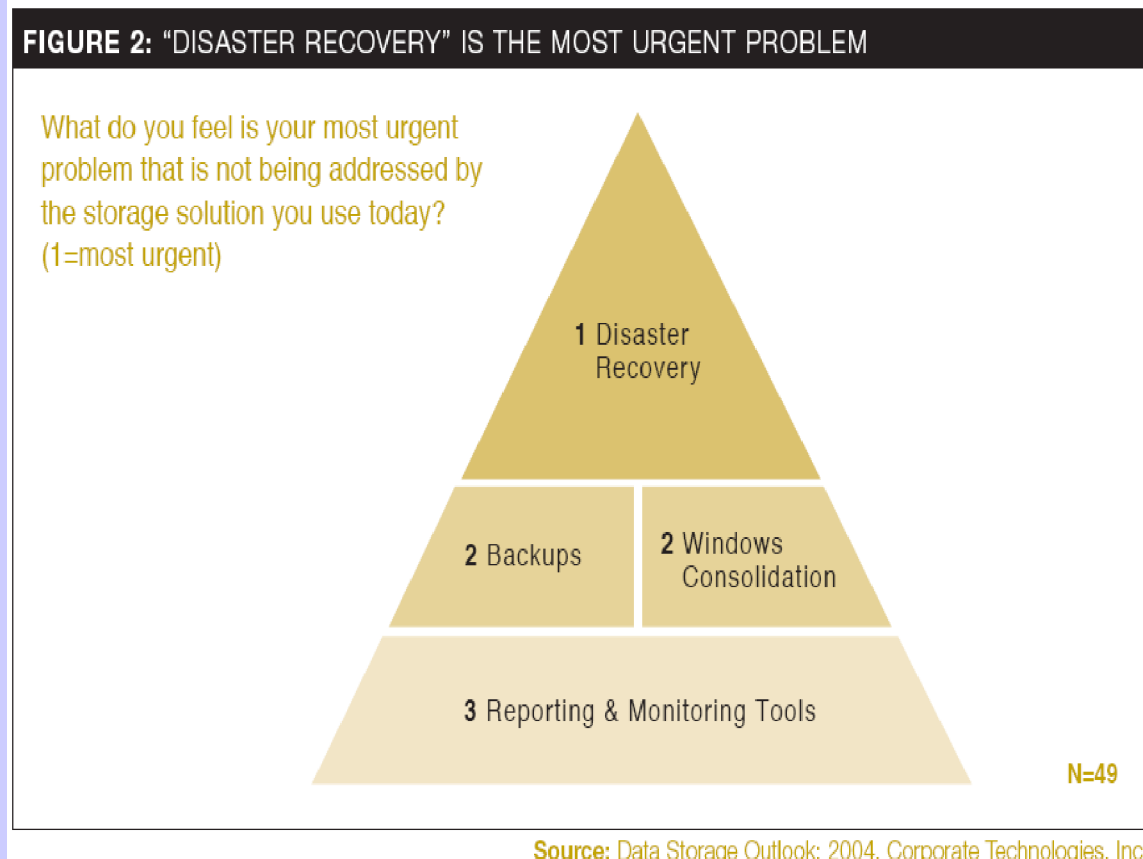
*Data Storage Outlook concludes, based on actual comparison data, that NAS storage capacity will continue to grow faster than SAN, but that SAN will continue to be the most-used storage technology for the foreseeable future. Both of these will increase at the expense of DAS, which is being phased out by the IT decision-makers surveyed. The reason that NAS storage, in particular, is experiencing such significant growth rates is its superiority in handling unstructured data. Data Storage Outlook finds that companies are increasingly taking data from their SAN storage and migrating it to NAS (often as part of a file server consolidation effort).*

## Graphics from the 2004 Report

These charts are pretty self-explanatory, so they are presented with very little discussion.



The top three items in Figure 1 are really not that surprising, considering the respondents to the questionnaire are storage managers. Ordinary computer users, typically unaware of all that must happen to build and properly maintain an excellent storage network would probably rank these items differently.

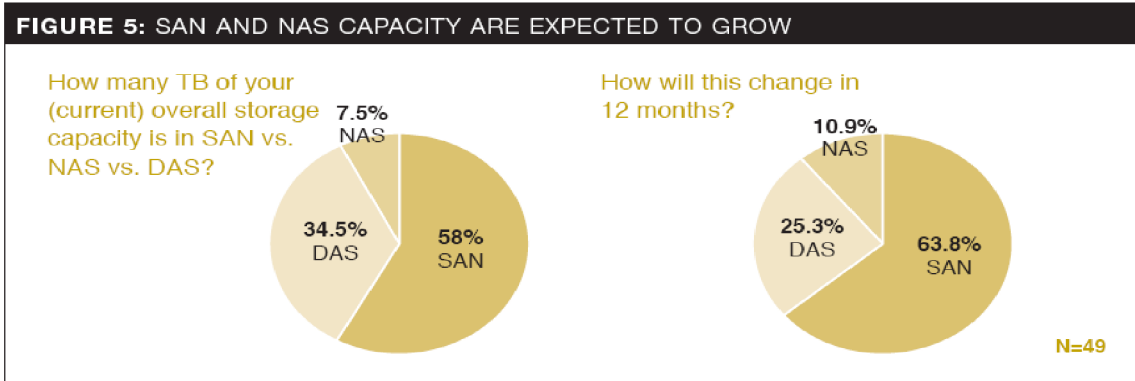


**FIGURE 4: IT DECISION-MAKERS PREFER MULTI-VENDOR ENVIRONMENTS**

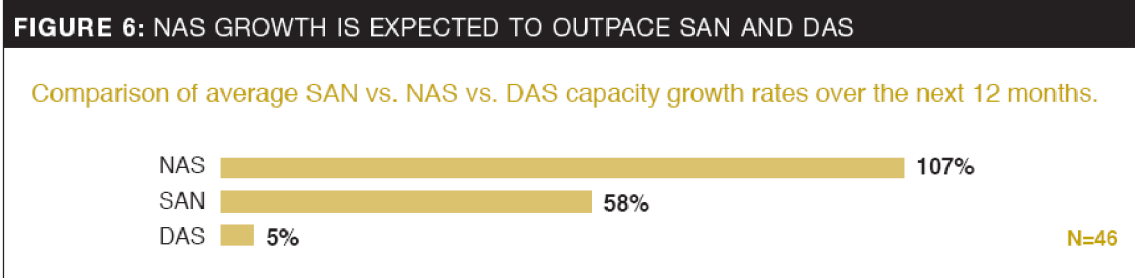
Product Category	Vendors/Products
Disk	EMC HP (HP Compaq) IBM Sun Network Appliance (NetApp) Dell HDS 3PAR Xiotech
Tape	StorageTek HP (HP Compaq) IBM ADIC
Near-line	(no significant vendor mentions)
SAN Switches	McData Brocade
Volume Management Software	Veritas
File Systems Software	Veritas
Backup Software	Veritas (NetBackup™ and Backup Exec™) IBM (Tivoli™) EMC Legato (NetWorker™) Computer Associates (ARCserve)
HSM Software	(no significant vendor mentions)
Replication Software	EMC Veritas
Storage Virtualization Tools	(no significant mentions)
Storage Provisioning	Tools provided by storage manufacturer(s)
Servers	HP (HP Compaq) Sun IBM Dell
Operating Systems	Windows Solaris AIX HPUX Linux
Databases	Oracle Microsoft SQL Server™ Sybase

N=49

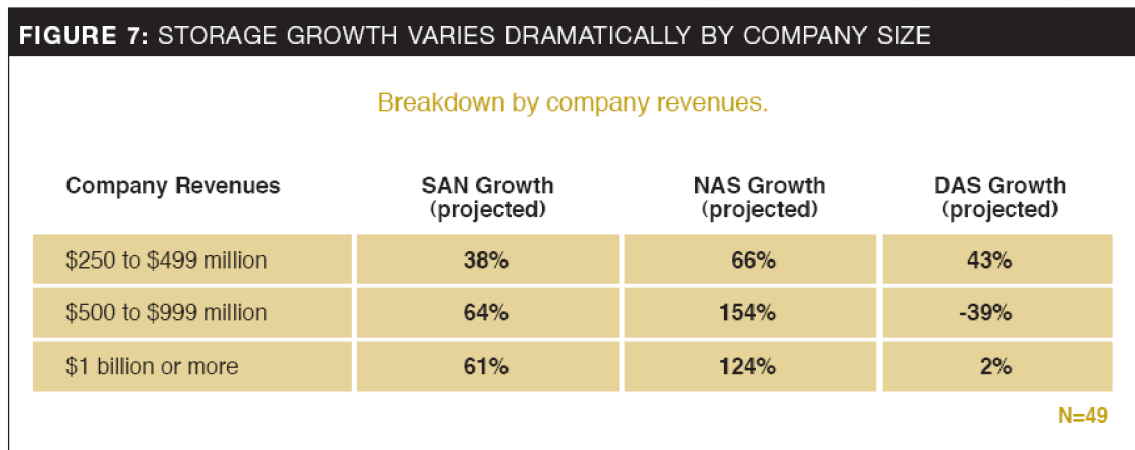
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.



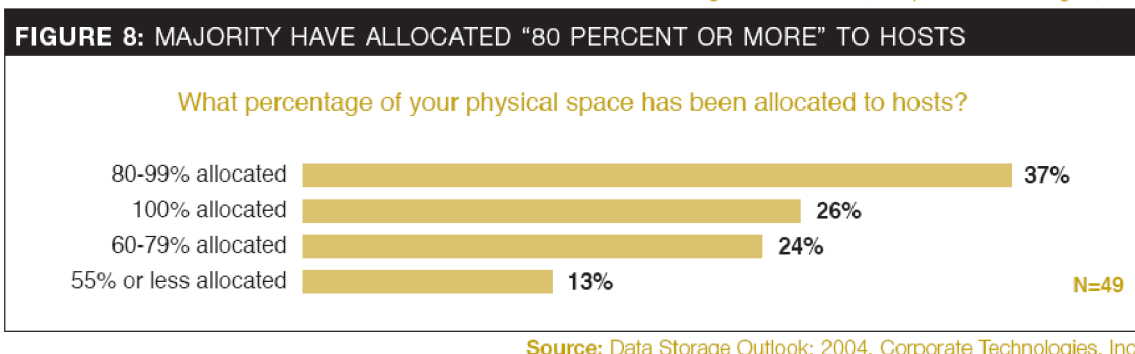
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.



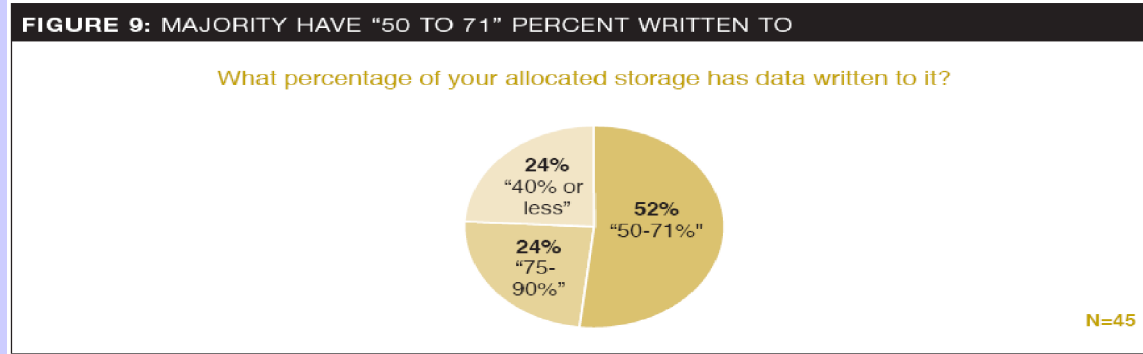
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.



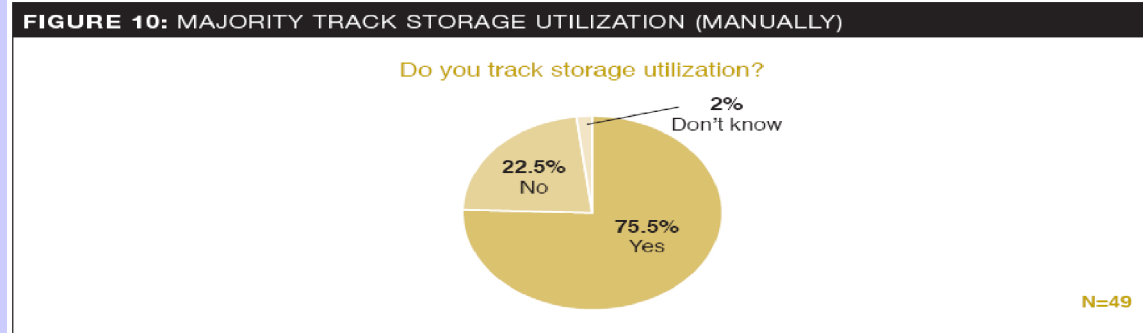
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.



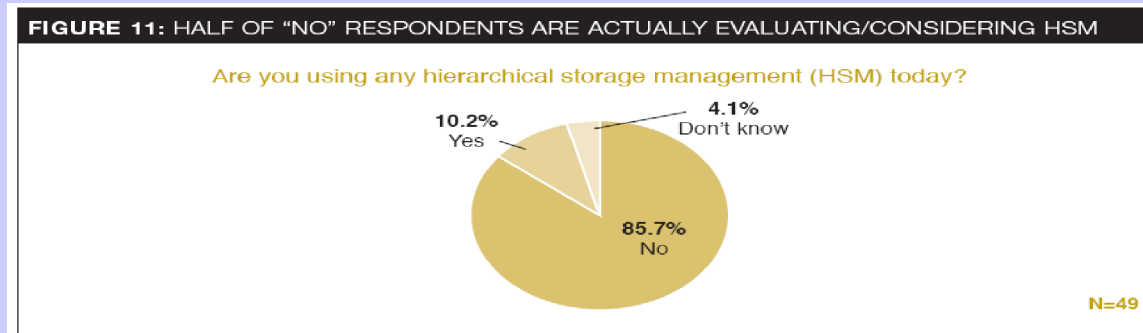
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.



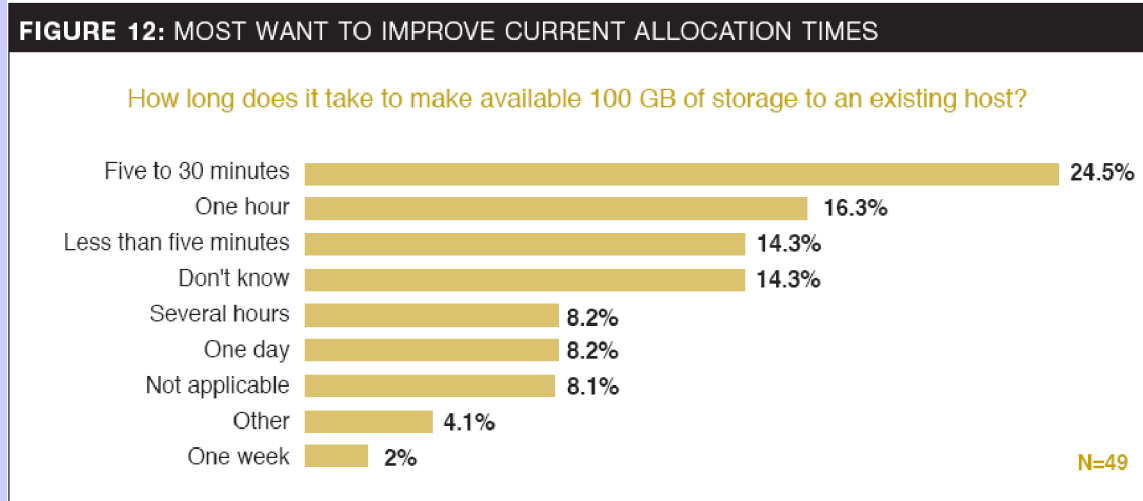
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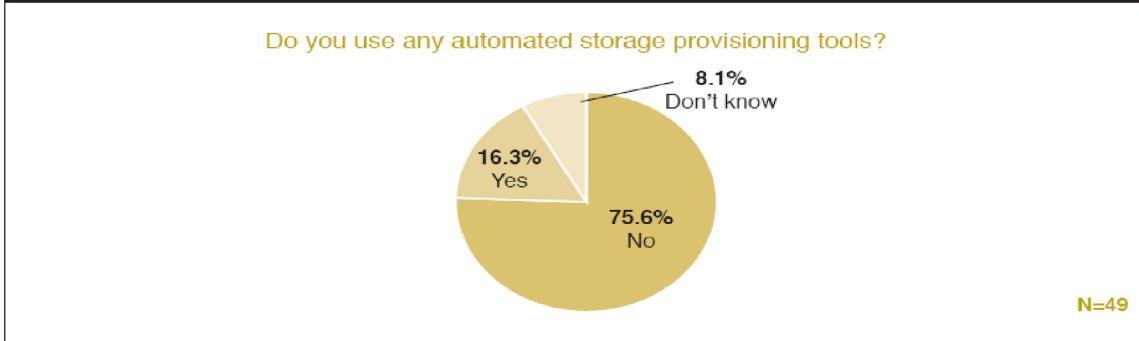


Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.



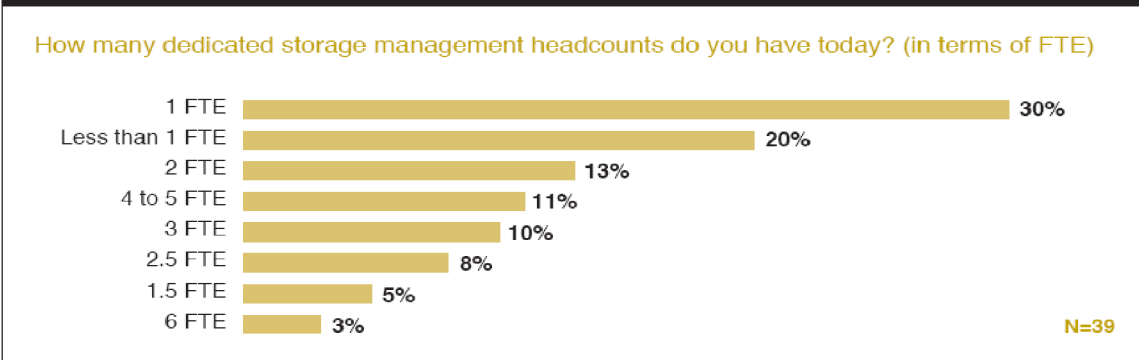
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.

**FIGURE 13: ONLY 16.3 PERCENT USE AUTOMATED STORAGE PROVISIONING TOOLS**



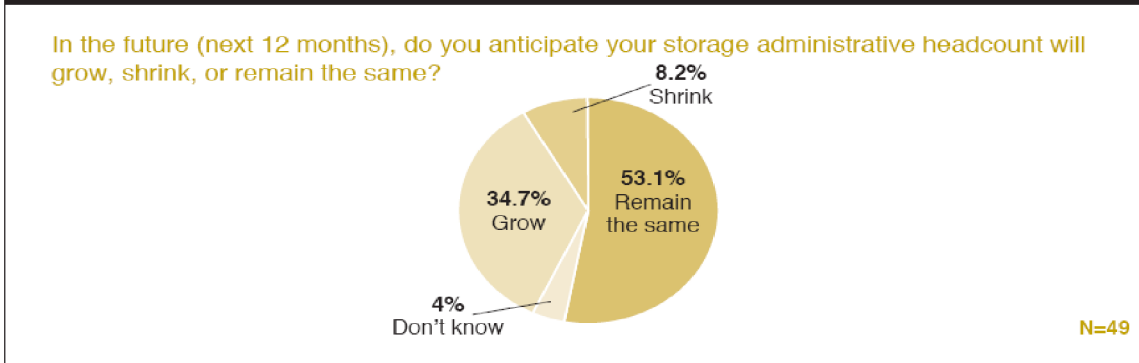
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.

**FIGURE 14: IT ORGANIZATIONS TYPICALLY UNDERESTIMATE STORAGE HEADCOUNT**



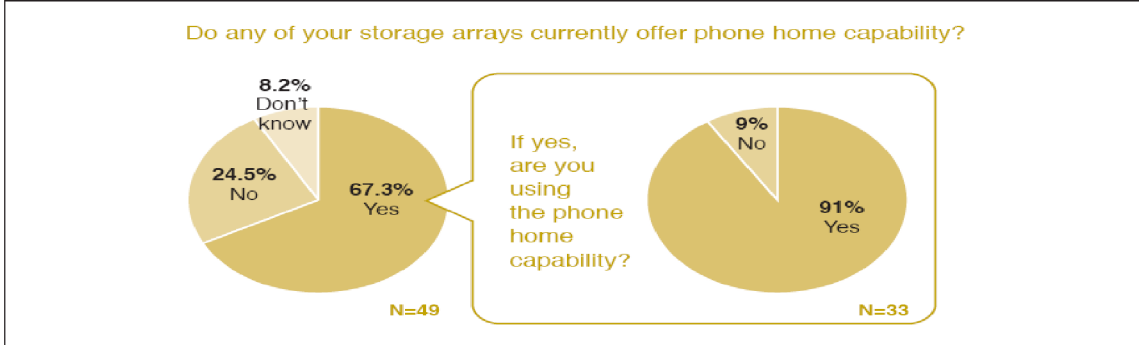
Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.

**FIGURE 15: MAJORITY EXPECT STORAGE HEADCOUNT TO REMAIN SAME**



Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.

**FIGURE 16: MOST HAVE/USE "PHONE HOME" CAPABILITY**



Source: Data Storage Outlook: 2004, Corporate Technologies, Inc.



