

Digital Media Storage Solution

Highlights

- IBM System Storage Digital Media Solution provides the infrastructure needed for content developers and video professionals to easily access, transfer and archive data, with the flexibility to scale performance and capacity to various workflows
- Enhance video and rich media applications with fast, reliable, and flexible high-end enterprise storage
- Consistent high-performance bandwidth for media intensive video streaming environments
- Performance tuned solutions provide high availability access for pre- and post production needs
- Manage access and store all types of streaming video, rich media and metadata across homogeneous environments

Opportunities

- Current customers previously unable to connect their Mac servers
- Mac environments that require many workstations to share a pool of high-end managed storage
- Mac environments that require high-availability and high-performance Fibre Channel connectivity
- Mac environments that require the enhanced management features offered by the IBM System Storage

Target Industries

- Digital Media
 - Environments in which Mac, mixed operating systems (Mac/ Windows/ Linux) share a pool of data
 - Content Creation (video production, graphic arts, 3D imaging and rendering)
- Healthcare Life Sciences (HCLS): Medical Imaging
- Education: Content creation, modeling, imaging
- HPC: Government and Scientific

Potential Customer Qualifications

- Do you have Mac workstations (local or remote) that could benefit from shared storage?
- Would a pooled storage environment improve your Mac workflow efficiency?
- Would you like to improve availability and performance to your Mac storage?
- Do you require continued access to your Mac storage?
- How do you currently share data among heterogeneous environments?



Supported Configuration

IBM System Storage Hardware

IBM System Storage DCS3700*

IBM System Storage DS3500

* IBM RPQ required

Quantum StorNext Data Management Software

StorNext File System Version 3.5.x or 4.0

StorNext Storage Manager

ATTO Celerity Fibre Channel HBAs

ATTO FC-84EN: 8 Gbps FC, quad port PCIe 2.0

ATTO FC-81EN: 8 Gbps FC, single port PCIe 2.0

ATTO FC-82EN: 8 Gbps FC, dual port PCIe 2.0

Operating Systems Metadata Controller

Linux: Red Hat (RHEL 5.3 x64)

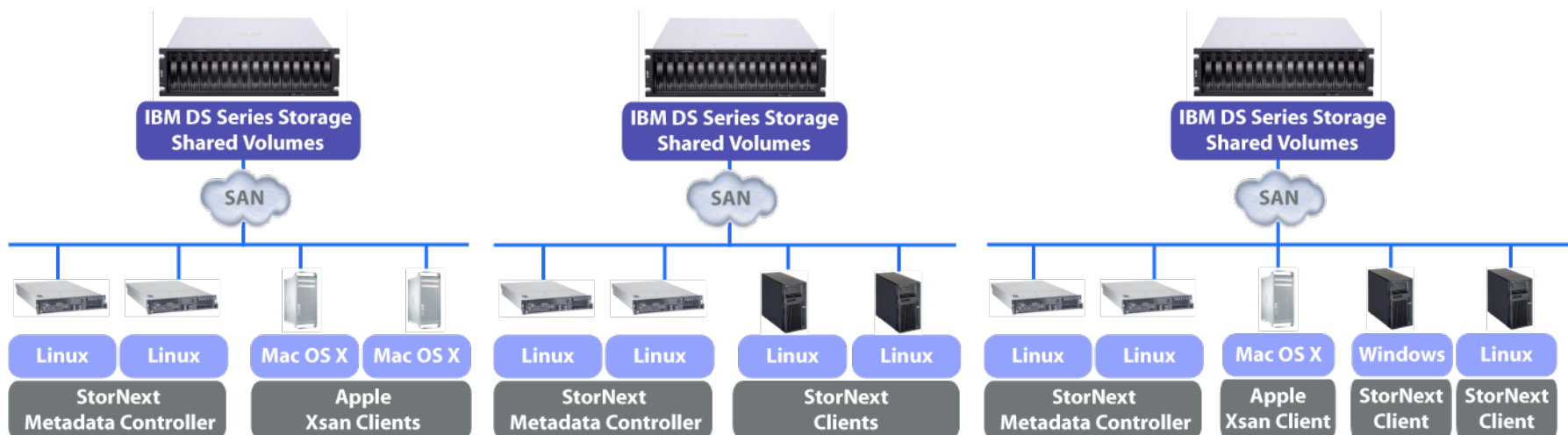
Linux: SUSE (SLEX 10.2 x64)

Apple Hardware and Software

Apple Xserve, Mac Pro

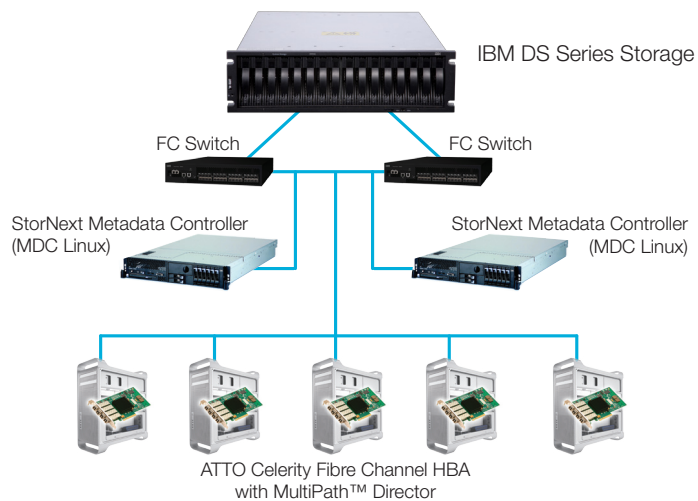
Mac OS 10.5.8 or later

Xsan 2.2



Competition

Name	What You Are Competing Against
Promise Technology, Inc.	<ul style="list-style-type: none"> • VTrak Storage • Dual 4 Gbps Fibre Channel ports per controller • Storage expansion up to 80 SATA/SAS drives
HP EVA Storage Systems	<ul style="list-style-type: none"> • Enterprise Virtual Array (EVA) • Redundant controllers with four or eight host ports • Models scale from 0.2 TB to 128 TB
EMC	<ul style="list-style-type: none"> • High-end tiered consolidation — Meet a wide range of service level requirements with tiered storage options such as EMC Symmetrix DMX networked storage systems



Key characteristics:

- Servers acting as metadata controllers and workstations are running these operating systems: Red Hat Enterprise Linux or SUSE Linux
- Workstations and servers acting as StorNext/Xsan clients running Mac OS X, or Windows 7, or Windows Vista, or Windows XP, or Red Hat Enterprise, and/or SUSE Linux
- All SAN clients, Linux, Windows, and Mac OS X, will be in the same host group so that they can all share access to the LUNs for concurrent file and file system access
- Quantum StorNext is used as the file management application. The Quantum StorNext metadata controller runs on two Linux servers (for redundancy)
- Clients on the Mac OS X systems will be using Apple Xsan clients to access files on the DS3500/DCS3700
- All clients must be able to read a file while it is being written
- All clients have multiple paths to the storage
- Servers and Workstation can house multiple HBAs to provide greater fault tolerance

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Quantum StorNext: www.stornext.com

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