CISCO SYSTEMS

Cisco Slashes Storage Costs with Storage Recovery Program

Storage recovery program improves Cisco storage utilization and saves US$6.7 million annually

Cisco Systems® IT spends more than half its annual data center budget on its storage needs—which have grown at an average of 74 percent per year (although this growth rate is now slowing). In the past, the solution would have been to buy and manage more storage space.

Business Benefits

- **Improved storage utilization**
- **Lower storage costs**
- **Intelligent storage management**

"Eighty percent of corporate respondents indicated that their storage is unevenly utilized."

-- Forrester Research

Recognizing its underutilized capacity and poor storage management, Cisco® was determined to find a better solution. The managers of the Cisco Storage Recovery Program (SRP) addressed four main challenges:

- Underutilization of storage devices that store little or no information
- Failure to recover and repurpose available storage
- Poor storage forecasts
- High cost of buying and maintaining storage

The Cisco SRP team helped identify the Storage Management Lifecycle, and used this understanding of storage resources to initiate the Storage Recovery Program within Cisco IT. This program has recovered and repurposed 67 Terabytes of storage, saving Cisco about $6.7M. It has also transformed Cisco employee behaviour regarding the use and re-use of storage within Cisco.

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In SANs, storage is consolidated into one or more storage-only networks that are available to any number of servers. SANs offer the best path to better utilization and cost savings, and greater flexibility as storage environments increase in size and complexity.

SANs reduce the cost of storage while improving utilization and redundancy efforts.

The Cisco SRP team's efforts have resulted in significant storage recovery and repurposing to other projects. This has reduced operational expenditures in addition to creating cost avoidance in capital expenditures as a result of delaying the capital purchase of new storage.

To view the complete operational practice case study, visit:
http://www.cisco.com/en/US/about/ciscoitatwork/white_papers/storage_utilization_dl1.html.

To view additional Cisco IT case studies on a variety of business solutions, visit:
www.cisco.com/go/ciscoitatwork.

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