



Platinum  
Business  
Partner



# IBM Storage as a Service

“Unlimited, all you can eat”  
on-premise storage - as easy as 1-2-3

# Simplify your storage experience

## Highlights

- Accelerates digital transformation by leveraging the latest technology
- Deploys applications typically fast with provisioning typically in under 10 minutes
- Increases workforce productivity with consistent data services
- Helps to effectively plan for your storage needs with predictable costs
- Delivers a secure and resilient environment for the business

When enterprises deploy new applications in a hybrid cloud environment, the applications may scale very rapidly. This requirement brings new challenges to the IT departments who need to react quickly by providing the capacity and performance resources in a timely manner, with the ability to grow as the company's needs change.

How can the department keep pace with technology and improve their IT and storage experience with the agility, cash flow efficiency, and consistent service levels

required in today's reality? New operating models are required to ensure IT delivers services that are agile, cost efficient, easy to use, and compliant with many industry requirements. The ability to consume capacity in a more flexible manner becomes more critical as the number and complexity of applications increases.

IBM® Block Storage as a Service extends your hybrid cloud experience with a new flexible consumption model. With cloud-like services, you can dynamically scale up or

down and only pay for what you use without needing to plan for never-ending storage acquisition and procurement cycles. The service is enabled for both your on-premises and your hybrid cloud infrastructure needs, helping you to quickly access the storage services wherever resources are deployed.

IBM simplifies your experience with our global expertise, including comprehensive lifecycle management and support provided with IBM concierge service.

## Agile

Quickly access storage services by simply provisioning what you need. You select a base capacity level and IBM delivers 50% of additional capacity to be ready for growth or workload burst. Additional capacity is then automatically delivered and installed when you have provisioned 75% of your installed capacity, helping you to eliminate time in complex procurement cycles.

Enable the agility and responsiveness so you can dynamically respond to changes in demand and keep innovating.

## Easy

The correct configuration of IBM Storage as a Service is easy to choose from flexible options. Choose the performance tier based on your workload's requirements, initial capacity, connectivity, encryption and contract terms for a service tailored to your needs.

Storage as a Service is easy to use; there is no need to worry about maintenance and refresh cycles as you gain lifecycle management including concierge level service. An IBM Technical Account Manager is assigned to you to help make your experience of storage as effortless as possible.

## Clear

IBM provides clear costs and billing transparency, allowing you to easily understand and predict your costs over time. Use as much storage as your business needs with one single rate for base and growth capacity. Unlike other vendor's solutions, you get the benefits of data reduction technologies with no penalty fees for low data reduction or hidden costs for usage above your commitment level.

## Resilient

IBM provides advanced capabilities that can help maximize data protection, security and high availability to significantly reduce the risk of disruption and financial losses

due to user errors, malicious destruction or ransomware attacks.

With IBM FlashSystem® Safeguarded Copy, we help you protect your data from cyberattacks with isolated, immutable copies that enable you to quickly recover with confidence. It is designed to prevent point in time copies of data from being modified or deleted by user errors, malicious destruction or ransomware attacks. You can also replicate to other IBM Spectrum Virtualize™ solutions in hybrid cloud environments, taking advantage of all the benefits of the Spectrum Virtualize software, including IBM Spectrum Virtualize™ for Public Cloud.

## Advanced storage technology

Powered by IBM FlashSystem®, you get IBM's unique flash technology for high performance with latency as low as 70 microseconds and extraordinary flash density. It includes hardware accelerated compression technology that provides consistent data compression without performance impact. The IBM FlashCore® Modules are designed to support FIPS 140-2 Level 1 encryption.

To further enhance the experience, IBM FlashSystem offers a suite of programs collectively called IBM FlashWatch. This suite of programs includes high availability and a flash endurance guarantee.

Eliminate the worry and gain consistent storage services with enterprise-class capabilities and guarantees.

## Hybrid cloud

Whether your data is stored in a private data center, secure colocation facility, or an elastic public cloud, our services help enable consistent and secure workload performance wherever your resources are deployed.

IBM offers the option of extending Storage as a Service with IBM Spectrum Virtualize for Public Cloud, allowing you to replicate and manage your data locally on public cloud block storage where data can be co-resident with

applications and workloads running on the public cloud. IBM Spectrum Virtualize for Public Cloud, together with synchronous mirroring features available on IBM FlashSystem, can provide a consistent experience in provisioning data to applications running on the public cloud when latency and performance requirements deem it necessary. IBM Spectrum Virtualize for Public Cloud has the additional benefit of lowering the cost of public cloud storage through capabilities such as thin provisioning, space efficient snapshots, data deduplication and compression, as well as its AI infused automated tiering capabilities - IBM EasyTier®.

For customers who want to leverage a hybrid cloud approach without placing data directly in the public cloud, IBM has partnered with Equinix®, to provide a dedicated interconnection to the IBM Cloud®, as well as to other major cloud providers.

In both cases, leverage a common software-defined storage layer for a unified hybrid cloud management, native replication services for data movement between on-premises and multiple clouds, and a consistent storage experience without vendor lock-in.

## IBM Storage as a Service at a glance

	Extreme (Tier 1)	Premium (Tier 2)	Balanced (Tier 3)
Minimum capacity	25	50	100
Performance (IOPS/TB)*	4,500	2,250	600
Maximum read throughput (GB/s)**	45	45	35
Maximum write throughput (GB/s)**	12	12	10
Availability	99.9999% / optional 100% guarantee***	99.9999% / optional 100% guarantee***	99.9999% / optional 100% guarantee***
Connection type	Ethernet or FC	Ethernet or FC	Ethernet or FC
Encryption	Optional at no cost	Optional at no cost	Optional at no cost
Contract terms	1-5 years	1-5 years	1-5 years
Lifecycle management includes			
Installation	IBM	IBM	IBM
Predictive support	Storage Insights Pro	Storage Insights Pro	Storage Insights Pro
SW S&S	Yes	Yes	Yes
Remote firmware updates	Yes	Yes	Yes
IBM Technical Account Manager	Yes	Yes	Yes
IBM monitoring and capacity growth	Yes	Yes	Yes
HW service	24x7 same day onsite repair IBM performed	24x7 same day onsite repair IBM performed	24x7 same day onsite repair IBM performed
*JOPS/TB: This defines the minimum ratio of Input-Output Operations (OPS) per physical used Terabyte (TB) with usage up to 90% of the usable capacity. IOPS/TB are based on a 70:30 Read / Write mixed workload with 50% cache hit and 16K I/O size using Fibre Channel. Remote replication may impact performance. Actual results will vary by workload, as such the IOPS/TB should be used for the purposes of selecting relative performance tiers.			
**Maximum read and write throughput based on 256KB I/O Size using Fibre Channel.			
*** 99.9999% objective. 100% guarantee requires HyperSwap configuration installed by IBM Lab Services. Terms and conditions apply.			



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# Why SCC and IBM?

With an incredible 40-year partnership, SCC is the UK's first IBM Platinum Business Partner. We collaborate to deliver next-level solutions, helping businesses amplify their operations with world-class technology, whilst prioritising optimum safety and security. For added peace of mind, our dedicated experts are always by your side when you need us most. This is what incredible technology solutions truly look like.

## For more information

For more information about IBM Storage as a Service, please visit our solutions page, or contact your IBM representative or IBM Business Partner. If you don't yet have an IBM representative or business partner, you can fill out this form to schedule a consult with our storage experts:

<https://www.ibm.com/products/storage-as-a-service>





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