



Multi-Capable Storage Network Solutions™

Innovation, ideas and storage industry insight.

January 2004



## In This Issue

✂ **Executive Corner:  
Engaging  
Predictions for  
2004**

✂ **Get the  
Latest on  
Consolidation,  
Business  
Protection**

✂ **Boeing Gets  
a Lift From  
McDATA  
SANavigator**

✂ **New Certification  
Exams**

✂ **HP on the  
Fast Track to  
McDATA  
Certification**

✂ **Differentiating  
SAN Management  
Software**

✂ **EFCM 8  
Training Now  
Available**

✂ **New  
Web-Based  
Training Class**

## Executive Corner: Engaging Predictions for 2004 — John Kelley, CEO and President

In the last two months, I've talked about the challenges you face today, specifically the "conflict of expectations" whereby you are tasked to respond to higher requirements, lower your costs and reduce your risks to data simultaneously.

From every level of McDATA, be it R&D, engineering, sales or professional services, we are focused on finding a way to leverage our knowledge and experience to better serve you, our customer. Only by engaging with you can we glean the information necessary to implement a storage networking solution that's a strategic asset to your company. One that unleashes the power of your business and transactional data to be used, shared and protected to its greatest advantage.

No January newsletter would be complete without top 10 predictions for the coming year. Overall, the trend in storage networking I'm seeing is a greater emphasis on using IT infrastructure to support business objectives while managing data and information more nimbly. Industry analysts like Gartner and IDC put forth intriguing prognostications.

For example, Gartner predicts a shift from "time to backup" to "time to recovery." This a logical progression because the reason you spend so much time, money and frustration on your backup applications and processes is to restore information when you need to—sooner rather than later.

Other top 10 predictions for 2004 include iSCSI gaining traction in storage networks, the continued struggle with interoperability among data center devices, and the slow advance toward virtualization.

These are not new concepts to us at McDATA. They have figured prominently in our strategic long-term vision and found expression through last year's acquisitions of Nishan Systems and Sanera Systems to bolster our value proposition to you. As a result, McDATA is now better able to help you design and implement end-to-end multi-capable storage networking solutions — solutions that allow you seamlessly to integrate multiple platforms, networks, protocols, locations and modules. For enterprises large and small, our solution portfolio can be tailored to meet your most ambitious IT consolidation and data protection business objectives while successfully juggling the conflict of expectations.

## Get the Latest on Consolidation, Business Protection

It's a brand new year, and IT consolidation and business protection are high on nearly every IT professional's priority list. What do you need to do to

consolidate efficiently, and how can you help to guarantee the highest levels of business protection in a storage networking environment? On February 11, Bill Burger, Director of Integrated Solutions at McDATA, will address these issues and answer your technical questions in a one-hour webinar. Join us as we present "Scalable SANs for IT Consolidation and Business Protection" sponsored by InfoStor.

[Register here for webinar.](#)



## **Boeing gets a lift from McDATA SANavigator and Saves \$340,000**

The Boeing Company's Arizona Data Center operates a highly heterogeneous UNIX SAN supporting 4,000 users. With 13 terabytes and growing of data under management, the company required a comprehensive management tool. Boeing deployed SANavigator to achieve a 50 percent reduction in administrative time and save \$340,000 in planned expenditures.

[Read the whole story.](#)

## **New Certification Exams**

The updated McDATA Certified Implementer and McDATA Certified Designer exams are now available. The new exams contain updated information on products and technologies that will help to guarantee that McDATA Certified Professionals are prepared to create state-of-the-art storage networks. For more information about becoming certified, click on the link below, or contact [McCertification@mcddata.com](mailto:McCertification@mcddata.com) or [becky.whitlock@mcddata.com](mailto:becky.whitlock@mcddata.com).

[Learn more.](#)

## **HP on the Fast Track to McDATA Certification**

We are proud to announce that 82 individuals world-wide are currently enrolled in our HP-McDATA "Fast Track" Program. This accelerated training and certification program targets top HP pre- and post-support individuals to become McDATA industry Certified Professionals. Together, we have 400 highly-skilled people on track to become certified by July 2004. For further information on the Fast Track Program and how you can participate, contact [janice.loan@mcddata.com](mailto:janice.loan@mcddata.com) or [brian\\_theissen@hp.com](mailto:brian_theissen@hp.com).

[More certification information.](#)

## **Differentiating SAN Management Software**

Although somewhat similar in overall function, McDATA's SANavigator and EFCM storage network management applications have distinct feature sets and different primary channels of distribution. Learn the differences between the two McDATA software products, their target markets and their respective value propositions, so that you can make the most appropriate choice for your environment.

[Read the McDATA InBrief.](#)

## **EFCM 8 Training Now Available**

McDATA now offers an in-depth lab course covering both Enterprise Operating System (E/OS) version 6.0 and Enterprise Fabric Connectivity Manager (EFCM) version 8.0. This class will teach you the specifics of new E/OS 6.0 functionality and give you a solid foundation in the completely redesigned EFCM 8.0. The information in this course is vital to you during those customer discussions where you need to articulate our product capabilities. To learn more, click on the link below to register through iLearning, or call us at **1-800-752-4701**.

[Register here.](#)

## **New Web-Based Training Class**

Coming soon: the new web-based training EFCM 8 class. Look for more information soon at [www.mcddata.com/tandc](http://www.mcddata.com/tandc).



Networking the World's Business Data™

Innovation, ideas and storage industry insight.

February 2004



## In This Issue

- ✦ Executive Corner:  
The key is delivering quantifiable results
- ✦ Norwegian Technology Leader Standardizes on McDATA
- ✦ New Web-based Training - EFCM 8.0
- ✦ Deploy Fibre Channel and IP Together in Your SAN
- ✦ Learn all about our 1U rack-mount management server

### Executive Corner: The key is delivering quantifiable results — John Kelley, CEO and President

Over the last few months, I've talked about the conflict of expectations enterprise IT personnel face and strategies they can use to overcome these challenges. Balancing the demands, costs and risks our customers confront in order to support their business operations is increasingly difficult to achieve within a miserly budgetary environment.

While any storage networking company can claim to address the demand, cost and risk requirements of its customers, I'd like to share some specific metrics with you that illustrate how McDATA is helping IT executives overcome this conflict of expectations.

#### Meeting Demand Expectations

One of the core demands executives place upon their IT managers is ever higher service levels. And one of the drags on speeding service level attainment has been data growth.

This phenomenon is particularly acute in the health care industry, which struggles to meet regulatory requirements which mandate the saving of patient data for extended periods of time. Additionally, strict standards for the protection and ready retrieval of data apply.

McDATA customer Austin Radiological Association (ARA) is an example of a health care company that applied our storage network technology to achieve measurable higher service levels. The company's backup window shrunk by 98 percent, from an elapsed four days (192 hours) to four hours while protecting 10-times the data it originally was tasked with. Restore capabilities went from hours to minutes. As a result, patient digital exams and other records are secure and may be retrieved much more quickly to enhance the care they receive.

#### Meeting Cost Expectations

A survey recently conducted by The Maya Group documented our customers hefty data growth, and also underscored enterprise management's expectations to hold the line on costs. This manifests itself through their findings where storage network administration full-time-equivalent (FTE) headcounts, that average 2.1 today and are projected to be only 2.2 in three years. The hefty increase in terabytes managed per administrator over that period will require innovative, effective networking solutions to meet this challenge.

McDATA solutions have already shown their mettle in the cost cutting arena.

Blue Cross/Blue Shield of Tennessee, for example, is using McDATA's SANavigator software management platform to hold its storage network administrator headcount flat. Over the last five years, data has grown from 500 gigabytes to 100 terabytes while utilizing a steady 1.5 FTE's to administer this data.

Another example of quantifiable cost savings comes from Oracle Corporation was able to save \$1 billion by leveraging their McDATA multi-protocol network infrastructure to implement one of the corporate world's largest storage consolidation projects (from 40 global data centers to three).

#### **Meeting Risk Expectations**

With the negative impact to business operations that data or application downtime can have, data protection is a core business expectation.

McDATA customer AOK Insurance of Germany upgraded its IT infrastructure to take advantage of real-time SAP/R3 application processing. By deploying redundant SAN fabrics using McDATA networking solutions, the company was able to reduce its disaster recovery time by 92 percent, from 50 to six hours.

These examples and many more demonstrate McDATA's results-oriented philosophy of delivering real-world storage networking solutions tailored to meet our customer's conflict of expectations.

Ultimately, your success is our success. That's what motivates the men and women at McDATA to achieve excellence in our daily activities and build upon our leadership position in the industry.

### **Norwegian Technology Leader Standardizes on McDATA**

Norway's leading IT service provider migrated from a DAS to a SAN to meet storage asset and SAN consolidation needs while better protecting customer data. After a different switch vendor's devices failed to meet scalability criteria, the company deployed McDATA solutions to achieve its scalability, consolidation and data protection objectives.

[Read the whole story.](#)

### **New Web-based Training - EFCM 8.0**

A high level EFCM 8.0 training module is now available in WBT (web-based training) format. This course is geared toward technical and product support personnel, sales engineers, and customer engineers covering serialization, licensing, product feature Enablement and the Preferred Path Implementation.

[Course outline and registration](#)

### **Deploy Fibre Channel and IP Together in Your SAN**

IP and Fibre Channel integration covers deployment of mixed iSCSI and FC SANs with IP network technology. This white paper investigates deployments within a primary data center, a remote data center, and a departmental workgroup. Learn about optimal applications, the breadth of capabilities, and the end customer benefits inherent in mixed iSCSI and FC IP-based SANs.

[Read more.](#)

### **Learn all about our 1U rack-mount management server**

McDATA's newest web-based training course gives you all the information you need to get the most out of our new, rack-dense 1U rack-mount server. You will learn to:

- ≠ Identify the components of the 1U server
- ≠ Backup and restore EFCM application-critical data for maintenance and upgrades



Networking the World's Business Data™

Innovation, ideas and storage industry insight.

March 2004



## In This Issue

- ⌘ **Executive Corner: What business protection means to our customers**
- ⌘ **McDATA Helps Austrian Lottery Protect \$1.7 Billion**
- ⌘ **Government Agencies Meet Data Protection Goals with McDATA**
- ⌘ **Guard Against Risks and Threats to Your SAN**
- ⌘ **Sign Up in March for Eclipse 1620 Training**
- ⌘ **McDATA Elite Partner Website - Go Fish!**
- ⌘ **Looking for a Few Good Training Partners**

## Executive Corner:

### What business protection means to our customers — John Kelley, Chairman, President and CEO

What does business protection mean to you? We have found it boils down to reducing risk.

For most people, it means minimizing or eliminating the risk associated with downtime that disrupts enterprise and revenue-generating (e.g. customer-facing) applications. Yet experience tells us that outages do occur, so when these strike, business protection revolves around backing up data and restoring it for use as soon as possible. This is achieved through tape and disk backup systems as well as disk- and fabric-based replication capabilities.

For many of you, business protection also means complying with a plethora of government regulations on the books today including HIPAA, Federal Reserve business continuity plans and the Foreign Corrupt Practices Act. Each have strict rules governing how companies retain, move, and protect data. Companies that violate these mandates risk heavy fines and worse.

To meet these needs, McDATA's offers an integrated network with centralized management that supports a full range of backup, restoral and replication alternatives. This network solution enables you to meet the different recovery time objectives for your complete range of business applications, using the appropriate technology to deliver the right service levels at the right cost.

We have found that a focus on three key issues usually results in the most effective business protection solutions. The first consideration is implementing an integrated network, with the appropriate redundancy and security features, to consolidate all backup and recovery operations. McDATA offers a complete set of proven networking platforms that can integrate your existing storage and backup resources within the data center, among existing Fibre Channel SAN islands, over campus Ethernet networks, or across MAN and WAN telecommunications services.

Most organizations recognize that the two largest elements of the ongoing operational costs for a business protection solution are management and telecom services. This brings us to the second and third areas of focus for business protection solutions-centralized management and telecom optimization. With storage network management applications like McDATA's SANavigator, organizations can centralize the management of an enterprise-wide backup and restoral network. The results: increased service levels, decreased management hours, and the ability to plan for future requirements.

Recurring telecommunications costs can represent well over 50% of the total

cost of a business protection solution over a three-year period. McDATA helps reduce those costs by enabling the use of cost-effective IP telecom services as backup and recovery facilities to regional and branch sites, and by implementing a set of network services that improve network performance thereby reducing bandwidth requirements and costs.

We have also adopted a strategy of partnering with leading vendors. This not only gives you significantly greater choice in the design and implementation of your network, it is critical to our ability to field comprehensive, customizable and cost-effective solutions to protect your data over its lifecycle.

McDATA works with the market leaders in asynchronous and synchronous data replication applications including EMC (SRDF), IBM (PPRC), HDS (TrueCopy) and Network Appliance to meet your requirements for mission critical data and applications. We also partner with the leading disk and tape backup vendors to deploy solutions that substantially increase the amount of data protected while slashing backup windows and recovery times.

McDATA works with leading companies in the telecom and network equipment market, such as Nortel Networks and Ciena, to deploy storage networks across the telecommunication services that are appropriate for each specific customer. Finally, McDATA can help architect a secure network infrastructure by locking down network and management connectivity, and working with key partners, such as Nortel, Neoscale Systems, and Decru to protect the confidentiality of data in storage and across networks.

The solutions approach is fundamentally about meeting each customer's unique project requirements with a customizable set of proven network architectures. By delivering core-to-edge hardware and software solutions that meet the risk reduction, data protection and budgetary needs of our customer, we're able to talk today about successes like the Austrian Lottery. As you've seen, the foundation of business protection success is built upon an integrated storage network that meets the service level and cost requirements for your range of business applications. We'll explore that in more depth in next month's column.

### **McDATA Helps Austrian Lottery Protect \$1.7 Billion**

This Austrian IT company contributes the infrastructure supporting The Austrian Lottery's annual sales totaling US \$1.7 billion. The company implemented a data protection plan to ensure the timely processing of data relating to ticket sales. McDATA director and fabric switches were selected to increase storage network availability.

[Read the whole story](#)

### **Government Agencies Meet Data Protection Goals with McDATA**

Government agencies face the challenges of rapid data growth, a need to better protect data and a requirement to share more data among users to better serve citizens. To meet these needs and reduce total cost of ownership many government entities have deployed McDATA storage networking solutions.

[Read the whole story](#)

### **Guard Against Risks and Threats to Your SAN**

To help ensure the security of a SAN, companies need to guard against unauthorized access, spoofing and sniffing. These threats may come from multiple locations from physical interfaces or users at the application level. Learn about the threats, risks, and the countermeasures that can be taken to mitigate the vulnerability of the enterprise SAN.

[Read more](#)