# Data Storage Solutions



*The focus of our Data Storage Solutions is to maximize data accessibility in accordance with your time, cost and compliance parameters.*

## PROFESSIONAL SERVICES

- Cloud Computing
- Data Center
- **+ DATA STORAGE**
- Desktop Management
- Messaging
- Microsoft Consulting
- Mobile Security
- Networking
- Security
- Unified Communications
- Virtualization
- Wireless

## MANAGED SERVICES

- Systems Monitoring
- 24/7 Fully Managed Services
- After Hours Support Services
- Custom Tools/Standard Tools

Continental Resources (ConRes) offers a full line of data storage solutions to address your uptime, cost and compliance objectives–from ultra highly available/high performance enterprise solutions to low cost modular solutions.

Every solution is designed and architected to provide the performance and scalability necessary to meet your current and future needs.

Each engagement explores your current environment and requirements. We then make recommendations based upon your budget, desires and data storage requirements.

Being vendor agnostic, ConRes recommends the optimum solution without binding you to a specific manufacturer's product stack. We'll present the 'best-fit solution' after working with you to diligently compose a representation of your requirements. The refined requirements will be used to map to one or more solutions and may be based on one or more manufacturer's product lines.

## Steps To Your Optimal Storage Solution

### A. Storage Discovery

- Current State Assessment
- Capacity Planning
- Architectural Planning & Design

To better understand the uniqueness of your environment, ConRes performs a Discovery. The Discovery not only identifies your existing storage environment, but also establishes your security desires, current and future data requirements, rate of data growth, and compliance mandates, among others.

## B. Storage Economics

- ROI
- TCO
- ROA
- CAPEX
- OPEX

Today's IT leadership aligns IT initiatives with the business and financial goals of their organization. This requires analysis of key financial and budgetary concerns such as ROI, TCO, CAPEX, and OPEX, to name a few. ConRes has a variety of analytical tools available to evaluate alternate storage solutions against your desired financial goals. Since ConRes is vendor agnostic and offers a wide spectrum of storage products, we'll work with you to suggest the 'best-fit' solution for your environment and goals.

ConRes IT SOLUTIONS | 50 YEARS

## C. Sustainable IT

- Green Initiatives
- Reduce HVAC Requirements
- Intelligent Power Management
- Smaller Footprint

ConRes considers the whole environment as possible focal areas to save and/or conserve thermal energy, floor space, incoming power and other factors. Consideration of these variables can directly relate to your cost savings.

## D. Implementation and Integration Services

- Rack & Stack
- LUN Mapping/Provisioning
- Data Migration – Frame or Host Based
- SAN Zoning
- Proofs of Concept/Staging

ConRes, as a full service organization, offers a multitude of onsite and remote options. ConRes has the facilities to integrate storage, systems, software and provide pre-installation testing which ensures functionality and compatibility. From a data storage perspective, this allows for storage software or patches to be integrated, and any pre-implementation alterations to be made.

We have years of experience and leverage our expertise to ensure your engagement is performed correctly and within the specified timeframe. This also alleviates your burden of acquiring/learning new skills and allows you to focus on your primary business goals.

## *Data Storage Solutions*

### Disaster Recovery/ Business Continuity

- Synchronous/Asynchronous
- FC/FCIP

ConRes engineers have designed and implemented numerous Disaster Recovery (DR) and Business Continuity (BC) plans. Our designs promote a minimal disruption window and are based on your business requirements and projected budget. We'll work with you to: prioritize your requirements, determine the desired data transport and remote synchronization mechanism, as well as other factors. We'll use this information as input for the final design submitted.

## Highly Available Storage Solutions

- Redundancy
- Failover
- RAID Protection

Certain business environments require data accessibility 24 hours a day, 365 days a year. When planning or upgrading your storage environment, it's imperative that the final design maximize uptime and data accessibility. Working with qualified, certified and experienced engineers is key to success. ConRes has many years of experience designing and implementing High Availability (HA) data storage solutions. Whether you desire local or remote storage redundancy (or a combination), we'll compose a solution that takes into consideration:

- Clustering and shared storage (continue processing if a system fails)
- Continued data accessibility if local disk fails (RAID)
- Backup and/or remote synchronization techniques (What's your acceptable level of data loss from a disaster or failure?)
- Remote site transmission bandwidth path (remote copy)
- Your data change rate
- Other factors specific to your environment

## Content and Archiving Indexing

When planning the storage of your data, ConRes prepares an optimization strategy based on your business and technical requirements.

**Business factors considered include:**

- Total Cost of Ownership (TCO)
- Archival costs vs. budget
- Archives based on business value of data
- Your policies and processes

**Technical factors considered include:**

- Redundancy
- Access performance
- Tiering requirements
- Storage policy
- Integration with existing hardware
- Reducing scan times
- Reducing window of time needed for archiving
- Other factors

## Backup/Restore

- Full/Incremental
- Continuous Data Protection Over Distance

ConRes provides the design and implementation experience for a backup solution based on:

- Your total amount of data
- Patterns of change to your data
- Maximum amount of data willing to be lost in relation to an event.

ConRes also provides you with the guidance to ensure that your backed-up data is usable should a restore become necessary.

## Storage Optimization

- Dynamic Pooling
- Dynamic Tiering
- Thin Provisioning

Based on your business and technology priorities, ConRes works with you to determine the best storage optimization technique(s) to employ. Whether we utilize one or a combination of techniques, you receive not only a robust solution, but one that also takes your technology and financial objectives into consideration. For example: Should you employ super high-speed, top-tier access methods for data that's accessed only rarely; or deploy cost saving, storage tiering techniques founded on your actual access needs?

## Virtualization

Storage Virtualization promotes data redundancy and eases storage management. This concept also promotes High Availability as virtual storage can be employed and used on another system in the event of a catastrophic system failure. Virtual Tape Libraries allow for disks to be recognized and used as tape drive units. This technique optimizes backup timeframes and minimizes data loss (in backups) due to tape degradation.

## Data De-duplication

The goal of any data de-duplication solution is to improve your storage utilization. Why house multiple backup copies of the same data when techniques are available to minimize the overall size of our data storage requirements? De-duplication reduces your required storage capacity since only unique data is stored.

ConRes has partnerships with many key de-duplication manufacturers. This enables us to offer you a wide variety of data de-duplication solutions based on different data compression algorithms and advanced techniques.

## Data Security & Encryption

Due to various cloud and mobile technologies, data security concerns are growing at an unprecedented pace. Add to that the ever-increasing compliance and privacy mandates...and you face a continually changing security landscape. ConRes works with you to deploy and maintain a secure environment that meets your privacy and compliance guidelines, and keeps your data protected.
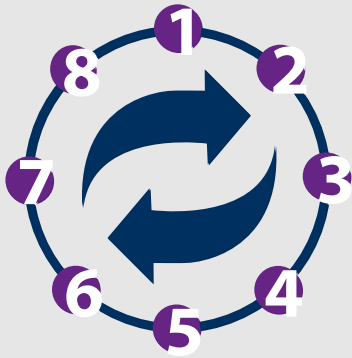
CRN Tech Elite 250 best-of-breed solution provider
CRN Solution Provider 500 #65
D&B Rating: 5A2

💬 *"The Professional Services Group at ConRes is dedicated to helping you achieve tangible, strategic, lasting results by designing and implementing unique solutions that address your intricate business issues."*

*-Louis Novakis, Solutions Director*

## PROVEN ENABLING METHODOLOGY®

*To provide the most secure and useful solutions, ConRes follows a Proven Enabling Methodology, a structured approach and framework to plan, design, implement and optimize unique solutions.*

1. BUSINESS DISCOVERY
2. ASSESS CURRENT STATE
3. GAP ANALYSIS
4. SOLUTION DESIGN
5. PLAN & TEST
6. IMPLEMENT
7. SUPPORT/TRANSITION
8. MONITOR

## Storage Equipment Moves

Whether it's due to a company merger, office move or consolidation, ConRes will determine the proper steps ensuring a successful change (uncovering data loss risks) of your storage environment. We've handled all types and levels of data storage moves from a single storage system to an entire data center.

## Storage Technologies Supported

- SSD
- NAS
- SAN
- iSCSI
- SAS

ConRes offers and supports a wide range of storage technologies. Certified engineers formulate your storage solution based on your current and future requirements, your technology preferences, and your budget. We often submit multiple proposals to you for review.

## About ConRes

Build a better IT infrastructure and data center, maximize your choice of IT products and services, and strengthen your ROI – with the friendly professionals at ConRes, the hybrid VAR™. As a hybrid, ConRes brings you a broad range of products, combined with the services and support you'd expect from a traditional VAR.

Whether you're an IT professional in business, academia or government, you can rely on ConRes for enterprise-class solutions ranging from virtualization, disaster recovery, unified communications, unified computing, cloud computing, security, and networking to UNIX®, Linux®, and Windows®.

- 50 years of experience and financial stability
- 96% customer satisfaction rating (3rd party survey)
- Ranked annually in the top third on the VAR500 (currently #63)
- Elected to the CRN Tech Elite 250, best-of-breed solution providers

Experience, stability and third party credentials make ConRes a reliable and trustworthy resource for your IT infrastructure and data center solutions.

**Continental Resources, Inc. | 800.937.4688**
Local Contacts: Boston | Chicago | Connecticut | New Jersey | New York
Philadelphia | Washington D.C.
Headquarters: 175 Middlesex Turnpike, Ste 1 | Bedford, MA 01730-9137
ITsolutions.conres.com

**ConRes** 50 YEARS
IT SOLUTIONS