



# Data Management Is More Than Storage

Mark Canepa  
Executive Vice President  
Network Storage Group



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This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 regarding the future results and performance of Sun Microsystems, Inc., including statements regarding Sun's network storage vision that we deliver data management on our customers' terms; that we're delivering on our vision, in particular, end-to-end data management, reduced cost and complexity, open infrastructure, flexibility and usability and investment protection; that we deliver industry-leading systems that eliminate lock-in; that we're breaking the mold with the Sun StorEdge 6920 system; that we're aligned around solving customers' most important problems; Sun's focus in 2005, in particular, innovate where it matters, partner where appropriate, expand flexible pricing models, continue to introduce customer-driven solutions, strengthen field sales and channel partner storage competency and turn up the volume in the market; that we're improving how we go to the market, in particular, creating buzz, investing in expertise and investing in coverage; growing our business; how to measure us next year, in particular, improve market position and perception, meet critical milestones, grow revenue and increase market share; and Sun's storage strategy. These forward-looking statements involve risks and uncertainties and actual results could differ materially from those predicted in any such forward looking statements. Factors which could cause actual results to differ materially from those contained in our projections and forward-looking statements include: continued increased competition; failure to rapidly and successfully develop, produce or sell new storage products and technologies; delays in storage product development, or customer acceptance and implementation of new storage products; failure to attract customers to our storage products; or quality issues with our hardware or software products. Please also refer to Sun's periodic reports that are filed from time to time with the Securities and Exchange Commission including our annual report on Form 10-K for the fiscal year ended June 30, 2004 and our quarterly report on Form 10-Q for the fiscal quarter ended September 26, 2004.

# Agenda

- Sun Network Storage vision for our customers
- Looking back: what we delivered in 2004
- Looking ahead: delivering in 2005
- Evolution of the strategy and technology
- Measuring our success next year
- Q&A

# Network Storage Vision

**Data Management  
on Our  
Customers' Terms**

# Delivering on Our Vision

## End-to-end Data Management

- Storage is about data, information requires a system
- Right storage for right data at right time

## Reduced Cost and Complexity

- Eliminates storage sprawl and optimizes resources
- Uses technology to solve problems

## Open Infrastructure

- Heterogeneous host and heterogeneous storage
- Everything based on open APIs

## Flexibility and Usability

- Easy to acquire, easy to use, easy to manage

## Investment Protection

- Protects the customers' resources as their businesses evolve

# What We Delivered in 2004

- New products in every category
- Customer-driven solutions
- Great customer wins

# Strongest Portfolio in Sun's History

## Storage Innovation Across Sun

- Solaris™ 10 with iSCSI interface and ZFS
- Solaris Containers compatible with Sun StorEdge™ 6920/Sun StorEdge 9990 storage domains
- Sun StorEdge Traffic Manager and SAN Foundation Suite integrated in Solaris 10

## New Products in Every Category

- Data center: Sun StorEdge 9990 system
- Midrange: Sun StorEdge 6920 system, Sun StorEdge 6130 array
- Entry-level: Sun StorEdge 3511 and Sun StorEdge 3120 arrays
- NAS: Sun StorEdge 5310 and Sun StorEdge 5210 NAS appliances
- Tape: Sun StorEdge L8500 and L500 tape libraries

## Product Enhancements Across the Board

- Sun StorEdge Enterprise Storage Manager for heterogeneous storage management
- Sun StorEdge SAM-FS/QFS software quarterly updates
- Fully interoperable SAN

# Industry-leading Systems That Eliminate Lock-in...

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## Sun Virtualizes the Competition

Sun now offers

# Sun Virtualizes the Competition

SANTA CLARA, CALIF., January 24, 2009 - Sun Microsystems, Inc. (NASDAQ: SUNW), today announced the next step in its strategy to help make it easier for customers to migrate from proprietary technology, protect existing storage investments and simplify data management. With this announcement, Sun introduces the ability for the Sun StorEdge 9990 system to virtualize EMC storage. Today's news further enhances the Sun StorEdge family of products, which includes the Sun StorEdge 6920 system, a modular storage array that brings virtualization capabilities to the mid-tier market.

Sun is once again demonstrating its ability to lead the industry and provide complete information management systems comprised of innovative technologies that combine the strength of its partners and Sun's own intellectual property. This announcement is being made concurrently with Hitachi Data Systems' announcement of this capability for the Hitachi TagmaStore Universal Storage Platform, the product Sun offers as the Sun StorEdge 9990 system.

"Sun can offer virtualization of external storage in both the very high-end of the enterprise with the StorEdge 9990 system, and in mid-tier with the linearly scalable Sun StorEdge 6920 system," said Randy Kerns, senior partner of the Evaluator Group. "Beyond virtualization, one of the common capabilities between the two offerings is the storage partitioning feature which allows customers to configure resources to meet demands for individual applications. This common feature provides a powerful management option for Sun customers."

Sun now offers virtualization support for EMC Symmetrix DMX 800, 1000, 2000, 3000 and Symmetrix 3000, 5000 and 8000 series storage devices on the StorEdge 9990 system. EMC CLARiiON CX series storage systems is scheduled to be supported on the StorEdge 9990 at the end of the month. With this announcement, EMC customers have the choice of working with a complete systems company to incorporate existing storage into an advanced information environment that provides end-to-end data management.

### Press Contacts

Sun Microsystems, Inc.

Ogilvy Public Relations for Sun  
Sarah Rector  
(303) 634-2674  
sarah.rector@ogilvypr.com

# Breaking the Mold with the Sun StorEdge™ 6920 System

## Virtualization and Heterogeneity at Mid-Tier Prices

- Solaris 10™ containers with storage domains for secure end-to-end transaction management
- Functional decomposition
- Centralized data services
- Multi-dimensional scalability
- Application-oriented storage provisioning and pooling
- Shared attributes with Sun StorEdge™ 9990 data center systems



# Aligned Around Solving Customers' Most Important Problems



**Packaged Solutions**



**People**



**Partnerships**



**Process**

# Our Customers Agree ...



# CY04 Report Card

## REPORT CARD

<b>A-</b>	<b>Expanded Mid-Range Offering</b>
<b>B-</b>	<b>Quantum Leap in Data Services Offering</b>
<b>A</b>	<b>SATA (Serial ATA disks)</b>
<b>B</b>	<b>Heterogeneous Systems Management</b>
<b>B-</b>	<b>Attach Rate</b>
<b>B-</b>	<b>Market Share</b>
<b>A</b>	<b>Continued Strong Partnerships</b>
<b>A</b>	<b>Extra Credit: NAS</b>

# Focus in 2005

- Innovate where it matters, partner where appropriate
- Expand flexible pricing models
- Continue to introduce customer-driven solutions
- Strengthen field sales and channel partner storage competency
- Turn up the volume in the market!

# The Sun Grid Storage Offering

## Flexible, Available, Scalable

- Sun's end-to-end data management portfolio available as part of the grid
- Data management and storage as an IT service, not a fixed asset
- \$1/GB-mo for data-center-class data management
- Secure and trusted access with Solaris 10 and Sun StorEdge systems
- Eliminates overbuying, overconfiguring, and overallocating



# Improving How We Go to Market

**Creating  
Buzz**

**Investing in  
Expertise**

**Investing in  
Coverage**



**Product**

**Marketing**

**Storage & Data  
Management  
Practice (CSO)**

**GEMs**

**RSO**

**Storage Elite  
Partners**

# Growing Our Business ...



# How to Measure Us Next Year

## REPORT CARD

### **Improve Market Position and Perception**

- Competitive Wins
- Analyst Feedback

### **Meet Critical Milestones**

- Additional Data Services
- New Delivery Models

### **Grow Revenue**

### **Increase Market Share**

# Strategy



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[mark.canepa@sun.com](mailto:mark.canepa@sun.com)

