



FORUM 2006

SUN MICROSYSTEMS STORAGE CONFERENCE

ROBERT HUGHES, MEDIA & CAPACITY MANAGER, EMBARQ
**TAPE IMPACTS FROM A
CORPORATE SPIN-OFF**

OCTOBER 12, 2006

Tape Impacts From a Corporate Spin-off

- Embarq—We are a brand new 107-year-old company
- December 2004 Sprint announced its merger with Nextel
- May 2006 Embarq was a spin-off from Sprint
- 15,000 Employees
- Market Cap.—7 Billion

Tape Impacts From a Corporate Spin-off

- Timeline 12 Months
 - Divide Tape Assets
 - Consolidate Costs
 - Cross Train and Hire Employees
 - Mainframe/MidRange Hardware (Shared)
 - Transition Timeline (6/1/2006—7/1/2007)

Tape Impacts From a Corporate Spin-off

- Split Assets between two data centers and consolidate to one
 - Dallas and Kansas City
 - Tape Libraries (MidRange and Mainframe)
 - VSMs
 - Tape Racks
 - Vaulted Tapes
 - 3rd-Party Contracts

Tape Impacts From a Corporate Spin-off

- Setup IBR Libraries in both Data Centers
 - Disaster Recovery Plans
 - VSM Management—Remote Vaulting
 - Reduce Daily Tape Backups from 1,000 to 80
 - ESCON vs. FICON
 - Stacking 3490 to 9840 Tapes

Tape Impacts From a Corporate Spin-off

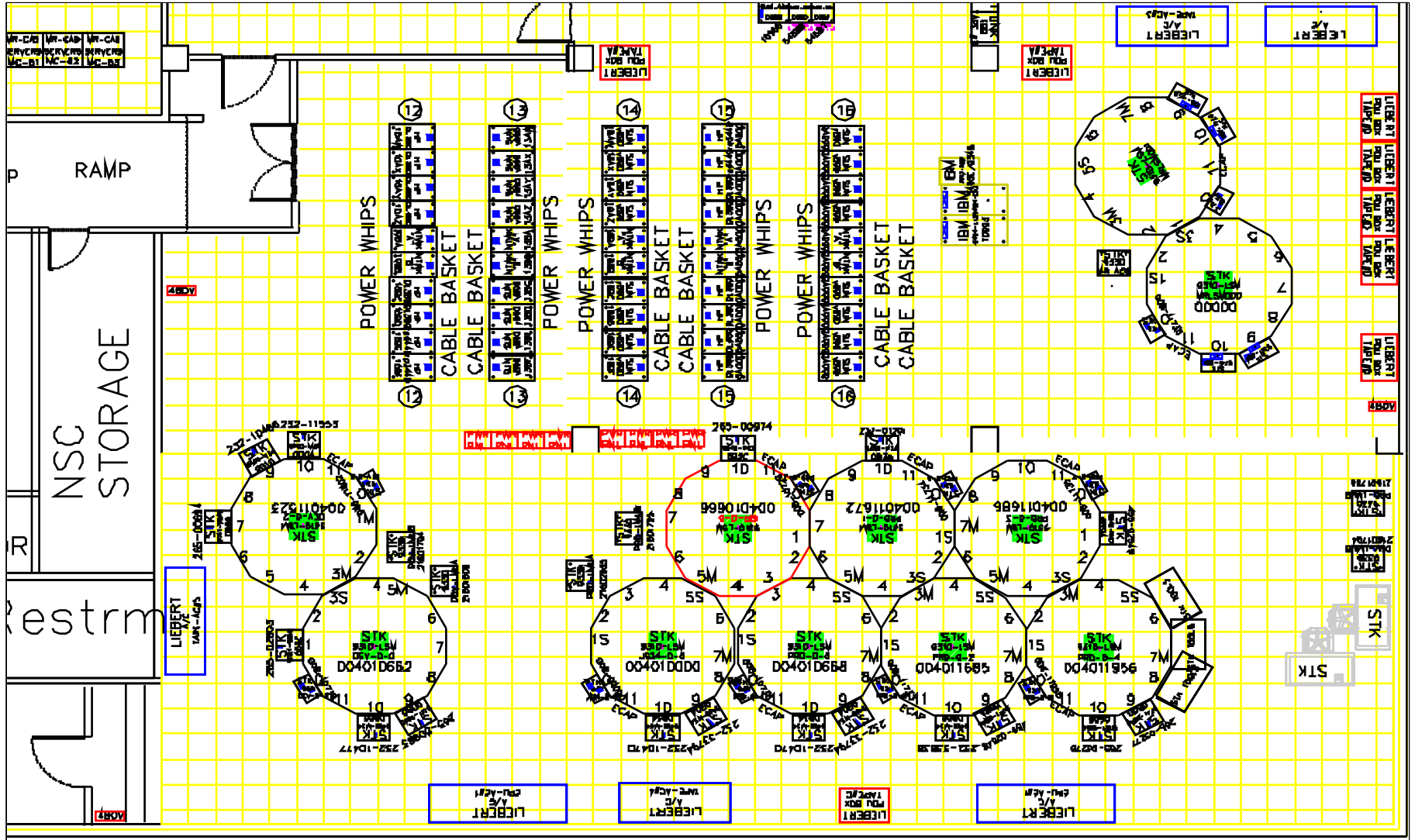
- Move 100,000+ Tapes between data centers
 - Transportation setup (Within 48 hours all tapes are in silos or racks)
- Renegotiate all Vendor Contracts
 - Realize Vendor charges go up for smaller companies
 - Update all Tape Purchasing Contracts
 - Review the number of Tapes stored with our Vault Vendors
 - Move Vault Tapes to correct company
 - Reduce the number of Vault Vendors
 - Reduce Points of Contact, Accounts, and Procedures with 3rd-Party Vendors

Tape Impacts From a Corporate Spin-off

- Reduce Data Center Tape Footprint
 - Reduce square feet designated for Tape
 - Reduce current Rack Space
 - Remove/Consolidate old Silos
 - Remove old Tape Drive Systems
 - Contact companies that send/receive daily tapes
 - Change the process from Tape to FTP

Tape Impacts From a Corporate Spin-off

- Reduce the number of Silos and Racks
 - Remove Expired Tapes
 - Tape Quality Upgrades
 - Control the number of Scratch Tapes
 - Remove old Tapes (15 years old)
 - Start Stacking Tapes through the VSMs
- Review the budget split between companies
 - Tape Replacements
 - Tape Purchases
 - Silo Maintenance
 - VSM Maintenance



Tape Impacts From a Corporate Spin-off

- Cross train DASD and Tape employees
 - A smaller company spreads responsibilities over fewer employees
 - 24X7 on-call rotations become an issue
 - Backups are reduced or eliminated
- Hire Contractors
 - Training timeline is long
 - Contractor may leave at any time
 - Contractor may not work out and have to find someone else

Tape Impacts From a Corporate Spin-off

- Add new positions
 - Can cannibalize current staff
 - Learning curve is shorter than other alternatives
 - Wider job responsibilities will create the need to cross train

Tape Impacts From a Corporate Spin-off

- Review consolidation of Mainframe/MidRange Tape
 - Review Silo Hardware (SL8500 LPAR Ability)
 - Review Tape Drive Types
 - Vaulting Contracts
 - Disaster Recovery (ABARS & Legato)
- Further Consolidation of Silos and Racks
 - Reduce Tape Footprint in Data Center
 - Upgrade to the SL8500 Tape Libraries

Tape Impacts From a Corporate Spin-off

- Technology Upgrade
 - Standardize Tape Drives
 - Standardize Disaster Recovery
 - Standardize all 3rd-Party Vendor Contract
 - Standardize Tape Stacking through our VSMs

Tape Impacts From a Corporate Spin-off

- Transition Timeline

Start: 06/1/2006

Complete: 07/1/2007

- At this time we will have two independent data centers

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