

# Sun<sup>SM</sup> Data Readiness Service

## Not just ready. Data ready.



As you advance your datacenter with new technology acquisitions, you're also looking for opportunities to speed time-to-production and manage risk. That's why Sun<sup>SM</sup> Data Readiness Service offers added value by helping you achieve the full benefits of your new storage technology. Our services go beyond basic installation to configure and integrate your storage hardware and software into your multivendor, heterogeneous IT environment quickly and smoothly. You've invested in Sun storage technology. Now, let's get it ready for your data and into production.

Sun's experts provide the essential mission-critical services to smoothly design, configure, implement, and test your Sun storage technology to the point of application integration and data load. Our methodologies have been carefully honed and time-tested in thousands of storage and datacenter environments. This means you benefit from a streamlined readiness process that helps you quickly leverage your storage investment to meet your business needs. And that's good for the success of your business.

### Our professionals make life easier for your professionals

We provide you with a single point of project contact from "kickoff" to "sign-off." Sun storage professionals arrive onsite with the expertise, experience, certifications, and proven tools they need to help minimize disruption and optimize the architecture and advanced features of Sun storage. They're well prepared to address business-critical issues such as business continuity, disaster recovery, and consolidation, and they can tap into additional expertise as needed from Sun's worldwide pool of talent. When it's time for the project hand-off, Sun professionals transfer the required knowledge to your team for ongoing optimization.

### From kickoff to sign-off

The Sun Data Readiness Service consists of four key phases designed for smooth implementation and optimized storage performance.

- **Kickoff** – The Sun Data Readiness Service begins with a review of the conditions and prerequisites for service delivery.

Sun conducts a project kickoff meeting with your key contacts to finalize the project approach and discuss roles, responsibilities, and the work schedule. At the kick-off meeting, a project schedule and general timeframes for service delivery are set, which may include additional meetings and identification of specific milestones. The key deliverable for the initiation phase is a project schedule.

- **Architecture and design consulting** – After conducting the kickoff meeting, Sun holds a series of architectural review meetings with you to discuss the architecture of the Sun storage system and how you intend to use the data stored on that system (topics may include virtualization, business continuity and disaster recovery, migration, consolidation, or others). During these meetings, Sun focuses on maximizing your storage availability and controlling access to the platform, domains, and resources as needed for your unique environment. The key deliverable for this phase is a design specification.
- **Implement and test** — Sun completes your server configuration and performs a series of basic functional tests to confirm conformance with the design specification. This includes activities such as dynamic reconfiguration testing; system storage multipathing and availability tests; network availability tests for IP multipathing; and security-related test procedures for domain hardening. The key deliverables for the implementation and testing phase are a fully configured and tested platform and a completed test procedures plan.

### Highlights

- Smoothly configure and deploy Sun storage technology in your IT environment with essential mission-critical services
- Implement and fully optimize Sun's portfolio of disk, tape, and virtual storage functionality to your needs
- Expedite the availability and data readiness of your new storage technology
- Leverage deep technical expertise, proven methodologies, and best practices to help minimize disruption and increase security of the platform

“Sun’s expertise is top-notch. I was even more pleased than I thought I would be. From the very beginning through to the end, Sun stayed with us. They guided us through the process. They went above and beyond some of the things we had in our RFP.”

**Brian Murphy**

Associate Director, Information Technology,  
Eastern Illinois University

“We rely on our relationship with Sun because it is an actual partnership where we learn from each other and where Sun listens to our needs.”

**John Busdiecker**

Director of Infrastructure Services, Research  
Foundation of State University of New York

• **Sign-off and the Sun i-Runbook Service –**

The Sun i-Runbook Service is a Web-based collection of system administration procedures tailored to your datacenter components. The procedures are Sun preferred practice and cover topics such as startup and shutdown of components and applications, general administration tasks, maintenance tasks, troubleshooting and recovery tasks, and reference information. The procedures are arranged in easy-to-navigate modules and are supplemented with comprehensive end-user manuals and technical manual pages. The key deliverable of this stage is an installed and configured Sun i-Runbook Service, Standard Edition.

**Why Sun Data Readiness Service?**

With Sun on your side, you won’t have to worry about how your new storage solutions will work within your existing environment. We help reduce the risk of new technology acquisition because we test interoperability issues in our own laboratories instead of on your system. We also thoroughly test and validate your storage purchase once it is in your environment to further mitigate risk from technology transition. We help ensure that your solution is not just ready. It’s data ready.

**Learn More**

To learn more about the Sun Data Readiness Service, contact your Sun sales representative or authorized reseller or visit [sun.com/service/storage/implementationintegration.xml](http://sun.com/service/storage/implementationintegration.xml)

**Why Sun?**

With more than 36 years of storage expertise and a highly-trained and experienced staff, no one is better positioned to provide you with insightful, detailed, and objective services. Sun’s storage professionals help you address storage challenges by delivering integrated solutions that optimize and manage storage performance over the life of your data. Focused on cost management, reliability, and flexibility, our proven methodologies, and commitment to best-in-class, global professional services and multivendor support help you gain and sustain measurable results.

We have both experience and a track record of proven results in applying our information lifecycle management strategy to our customers’ toughest storage challenges. And, unlike other vendors, we offer independent analysis, unique analytical tools, and a range of options including technologies, partners, and our own portfolio of solutions. Our solutions are driven by your needs and aimed entirely at your success.