



Archive Technology Decisions

Cost/Performance

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How do you choose a new technology?

- ◆ The first thing out of most people's mouth:
 - ★ "Price"
 - ★ "Performance"

- ◆ Unfortunately technology decisions are often based upon:
 - ★ Purchase price
 - ★ Speculation on performance
 - ★ Speculative delivery dates and futures
 - ★ Vendor spin



For instance...

New wisdom:

Disk is so cheap that tape is dead





Tape is much less expensive

- ◆ In *our* environment tape is:
 - ★ **6.7** times cheaper to purchase (including drives, robotics, movers and media).
 - ★ **56.7** times cheaper than disk for yearly maintenance
 - ★ **342** times cheaper than disk for electrical power
 - ★ **342** times cheaper for cooling
 - ★ **72** times cheaper net yearly upkeep
- ◆ Why should you believe me?





Do your homework

Cost/Performance not Price/Performance

- ◆ Take into account all cost factors
 - ★ Purchase price (balanced)
 - ★ Recurring maintenance
 - ★ **Power**
 - ★ Footprint
 - ★ Administration/management
 - ★ Site/specific and political...

- ◆ Do your own study/analysis

