Cloud Service Brief
TELUS Managed Storage
Maximize your IT value with a best-in-class storage infrastructure

The Challenge
Maintaining business continuity and compliance in the face of ever-growing storage volumes and shrinking budgets poses a major challenge to today’s IT organizations. On top of that, organizations must also make sure that their data remains both accessible and secure in the mounting sea of information. Improving storage efficiency and efficacy can help reconcile these pressures—but that requires dramatic changes in the way you provision, manage, and utilize storage.

The Cloud Service
TELUS Managed Storage helps you match the pace of business today with a comprehensive storage-centric solution delivered in a utility format. You can leverage TELUS’ utility storage infrastructure for seamless by-the-GB scalability to pay strictly for the space you need, or use a fully managed dedicated storage system as a private cloud. TELUS Managed Storage uses NetApp’s state-of-the-art multipurpose storage platform and software to deliver best-in-breed advantages for any storage tier: consolidation of both SAN and NAS storage, a single management framework, flexible scalability, and secure data isolation. Integrated data protection options can dramatically improve your backup and recovery times and provide continuous availability in the event of a disaster.

TELUS Managed Storage will help you achieve the quality, availability, and scalability your business needs to meet dynamic business expectations and maintain a competitive edge. TELUS handles all aspects of hardware and software management, connectivity and security so your organization can reduce costs, improve performance, and free up key staff to focus on strategic tasks.

Currently, TELUS is the only major Canadian IT service provider offering both mass-customized dedicated managed storage solutions and standardized, multi-tier pooled storage infrastructures (IDC SAN). This broad managed storage offering, when combined with the scope of TELUS managed server, hosting, and virtual server offerings, gives TELUS an unparalleled ability to reliably, securely, and cost-effectively meet all of your IT infrastructure needs.

CLOUD SERVICE HIGHLIGHTS

Reduce In-House IT Costs
- Avoid the capital and administrative costs of deploying and managing an ever-changing storage environment.
- Buy less storage to store more data with NetApp® deduplication technology.

Protect Your Data
- Maximize reliability, security and availability of your critical data and applications, around the clock, with TELUS intelligent Internet Data Centres and fully managed storage solutions and data protection.

Reduce Implementation Risk
- Get best-in-class tools and deployment processes with the dedicated and experienced TELUS storage management team.

Meet Future Storage Needs
- Be confident that your business will have the technology it needs to meet future requirements.
Reduce In-House IT Costs
As your business becomes more data intensive, deploying and managing an adaptive storage environment becomes more difficult, costly, and labour-intensive. Because one type of storage does not fit all, TELUS Managed Storage lets you choose from multiple tiers of multi-tenant utility storage to obtain the performance and availability that you need for your business. Buy one or several different tiers of storage performance at a price that makes sense for each data classification, and then choose the type of redundant storage network connectivity that makes the most sense for your business. You get just the storage you need, when you need it, while avoiding the cost and complexity of ever-evolving storage management tools, staffing, training, and infrastructure. Instead, you can focus on your key business priorities.

Buy less storage
TELUS is also the only service provider in Canada to offer NetApp deduplication in a multi-tenant environment. Unlike other deduplication technologies, NetApp deduplication operates on the active file system to eliminate redundant data blocks. Data from any application using the NetApp storage system can be deduplicated without impacting performance. Whether you are using a shared or dedicated storage environment from TELUS, NetApp deduplication allows you to reduce storage costs by storing more data using less storage. Because of the efficiency offered by NetApp deduplication, depending on data type and application, it is not unusual for TELUS customers to see a 30% to 75% reduction in the amount of storage space required, which translates directly into lower storage charges.

Reduce administrative costs
TELUS Managed Storage lets you free your IT staff from routine administrative tasks. The highly skilled experts at TELUS have decades of experience monitoring and managing storage solutions. TELUS handles all infrastructure, hardware, and software upgrades, with 24/7/365 support. Centralized data monitoring allows TELUS storage management teams to help you reduce operating costs by analyzing your environment and making recommendations for improving service, availability, and resiliency.

Protect Your Data
A critical aspect of any managed storage solution is the storage infrastructure. TELUS intelligent Internet Data Centres are designed to the highest UpTime Institute standards to make sure of maximum reliability, security, and availability of your critical data and applications. You can choose from tape-based multi-tenant utility backup or disk-to-disk backup using NetApp SnapVault™ depending on your specific RTO and RPO objectives. For disaster recovery protection, TELUS IDC SAN replication service uses NetApp SnapMirror® to replicate data between four major data centres across Canada.

TELUS Managed Storage uses NetApp’s state-of-the-art multipurpose storage platform and software to deliver best-in-breed advantages for any storage tier: consolidation of both SAN and NAS storage, a single management framework, flexible scalability, and secure data isolation.
SAN utility storage service, TELUS experts can cost effectively and seamlessly migrate your data to a dedicated NetApp storage solution.

TELUS Storage Architects are available to help plan and design a solution that best meets your needs. TELUS experts are highly skilled in data management, data deduplication, high-availability solutions spanning multiple data centers, and backup and archiving. With over 20 years of experience and more than 30 highly skilled storage and backup experts in six data centres across Canada, TELUS provides the storage infrastructure and support your business needs to succeed.

Meet Future Storage Needs
With TELUS’ blend of high-performance enterprise and cost-effective commercial class storage systems, you can be confident that your business will have access to the technology, capacity, and performance it needs to meet future requirements. TELUS leverages the latest market and technology innovations to make sure that Managed Storage clients enjoy industry-leading storage tools and capabilities now and in the future.

About TELUS
TELUS is a leading national telecommunications company in Canada, with $10.1 billion of annual revenue and 12.4 million customer connections including 7.1 million wireless subscribers, 3.7 million wireline network access lines and 1.2 million Internet subscribers and more than 400,000 TELUS TV customers. For over 20 years, TELUS has offered a full range of managed IT solutions, including server and storage hosting, IT consulting, managed desktop, IT helpdesk, and data centre solutions. Learn more at www.telus.com. TELUS is a Platinum member of the NetApp Partner Program for Service Providers.

About NetApp
NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate business breakthroughs. Discover our passion for helping companies around the world go further, faster at www.netapp.com.

Go further, faster®