



## The Fundamentals of Storage Networking

### PROGRAM OVERVIEW

Regardless of the state of the economy, the amount of data that needs to be managed will continue to grow exponentially. An information-centric model of computing exists today, and is what most corporations accept. As a result, it is necessary to make this information always available, completely shareable, by different computing platforms, anywhere in the world at any time. In addition, users want consistently fast access to this information, complete protection from loss, and a highly secure, cost-effective management structure.

During this program session, we address the challenges that organizations are facing related to the make-up of storage. The confusion about various types of storage networks is clarified, and the program differentiates among the various wiring schemes at the center of the storage market battle today. This course will conclude with a look at some of the networking opportunities for Business Continuance and Disaster Recovery Planning – one of the fastest growing segments of the marketplace today!

The program has five primary objectives.

- Discuss the trends occurring in the storage networking marketplace
- Explain the technical concepts and components of storage
- Clarify the distinction between the terms direct attached storage (DAS), network attached storage (NAS), storage area network (SAN), and content addressable storage (CAS)
- Describe and compare the various storage wiring schemes used today: iSCSI, Fibre Channel, FC/IP, Gigabit Ethernet, Fibre Channel over Ethernet
- Apply technical understanding of storage area networking to a customer networking environment using interactive exercises and customer scenarios

Hill Associates can customize the program to meet your program goals. We will work with you to identify the specific solutions you wish to discuss, to understand your particular challenges regarding competition, and develop case studies that focus on specific challenges facing your customer's business.

#### About Hill Associates, Inc.

At Hill Associates, we excel at creating custom talent development programs. Our experts help identify and assess your needs, and create training and educational programs that exactly meet those needs. Though we specialize in information technology, we've strengthened companies and organizations in a wide range of industries for over 25 years. Let us help you create a world-class talent development program that moves your business forward.

### PROGRAM OUTLINE

#### Lesson 1: History of Storage

- From stone tablets to holographic media
- Standards to watch
- Players in the game

#### Lesson 2: The Business of Storage

- What is really important?
- Information lifecycle
- Defining BC/DRP, RPO/RTO, protection vs. recovery
- Regulatory compliance

#### Lesson 3: The technology of storage

- Three parts of storage: Filing, storing, wiring
- The Storage "stack"
- Terminology: RAID, JBOD, virtualization, asynchronous and synchronous backup/mirroring, deduplication
- DAS, SAN, NAS, CAS
- SCSI, Fibre Channel, Ethernet, FC/IP, FCoE, SATA, and SAS options

#### Lesson 4: Design Management Challenges

- Storage solution alternatives
- Storage traps
- SMIS
- SAN security (zones, LUN masking, endpoint)

#### Lesson 5: Storage Marketplace

- Trends
- The three "Bs": Bits, boxes, and buildings
- Examples, case studies