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Press Release

Source: TheInfoPro

New Research from TheInfoPro(TM) Shows that Deduplication Remains the #1 In Plan Storage Technology

Tuesday November 27, 3:02 pm ET

Continued growth in deduplication adoption signals a commitment by Storage professionals to moving away from tape back-up.

NEW YORK--(BUSINESS WIRE)--TheInfoPro (TIP), www.theinfo.net, an independent research network and leading supplier of market intelligence for the Information Technology (IT) industry, today announced that deduplication continues to be #1 on TIP's proprietary Storage Networking Technology Heat Index[®]. This index gauges the immediacy of user need on the basis of their Storage spending and adoption plans for each technology. Deduplication holds a commanding lead over virtual tape libraries (VTL) for open systems and 4 Gbps Fibre Channel, both of which hold the #2 and #3 spots on the Heat Index, respectively. In addition, 66% of those organizations currently using deduplication technologies indicate that they plan to increase their spending on this technology over the next few months.

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“End users are clearly trying to make their storage environments more content-aware and intelligent. Business users are duplicating content for testing, for development, and for organic business growth,” says Robert Stevenson, TIP's Managing Director of Storage Research. “At the same time, they are maintaining their retention requirements. Further, Storage teams are moving away from trying to enforce storage-control policies and are instead focusing on storage subsystems that can intelligently manage the waste via technologies like deduplication, thin provisioning, and namespace derived data classification and

organization.”

Stevenson adds, "The fact that we are consistently seeing plans for deduplication adoption, in addition to increased spending on the technology by Storage pros who have already implemented it, tells us that there are bigger trends afoot, such as an increased commitment to data protection for all applications and a move away from tape as a primary data protection platform."

According to TIP's Wave 10 Storage Study which provides continuous market data on technologies, industry opportunities, and trends in the Storage market there have been many shifts in the deduplication provider landscape over the past six months. Data Domain usurps EMC's position as lead *in plan* provider, and EMC falls to #2. NetApp is the big mover, up from no *in use* mentions in Wave 9, to being #4 for usage in Wave 10. Other technology providers that have improved their *in use* positions in Wave 10 include FalconStor, and SEPATON, while NEC and Quantum improved their *in plan* positions.

Over 250 F1000 and MSE end users were interviewed for the Wave 10 Storage Study, providing commentary and insight on their Storage adoption plans, management strategies, and vendor performance. Storage Technology providers that were mentioned throughout the study include: 3PAR, Adaptec, Anue Systems, Arkivio, Asempra, Attachmate, Autonomy, BakBone, Blue Coat, Broadcom, Brocade, CA, Ciena, Cisco, ClearPoint Metrics, CommVault, COPAN, DataDirect, Networks, Data Domain, Dell, Diligent Technologies, Double-Take, Egenera, EMC, Emulex, EqualLogic, FalconStor, Finisar, Force10 Networks, Fujitsu Siemens, HDS, HP, IBM, IBRIX, Incipient, InMage, Isilon Systems, Juniper, LeftHand Networks, LSI, Microsoft, MSI Computer, NetApp, NEC, Nexsan, Nortel, Onaro, **ONStor**, Oracle, Packeteer, PlateSpin, QLogic, Quantum, Quest Software, Rackable Systems, Red Hat, Riverbed, Seagate, SEPATON, Signiant, Silver Peak, Spectra Logic, Sun, Symantec, Virtual Iron, Voltaire, Winchester Systems, Yotta Yotta.