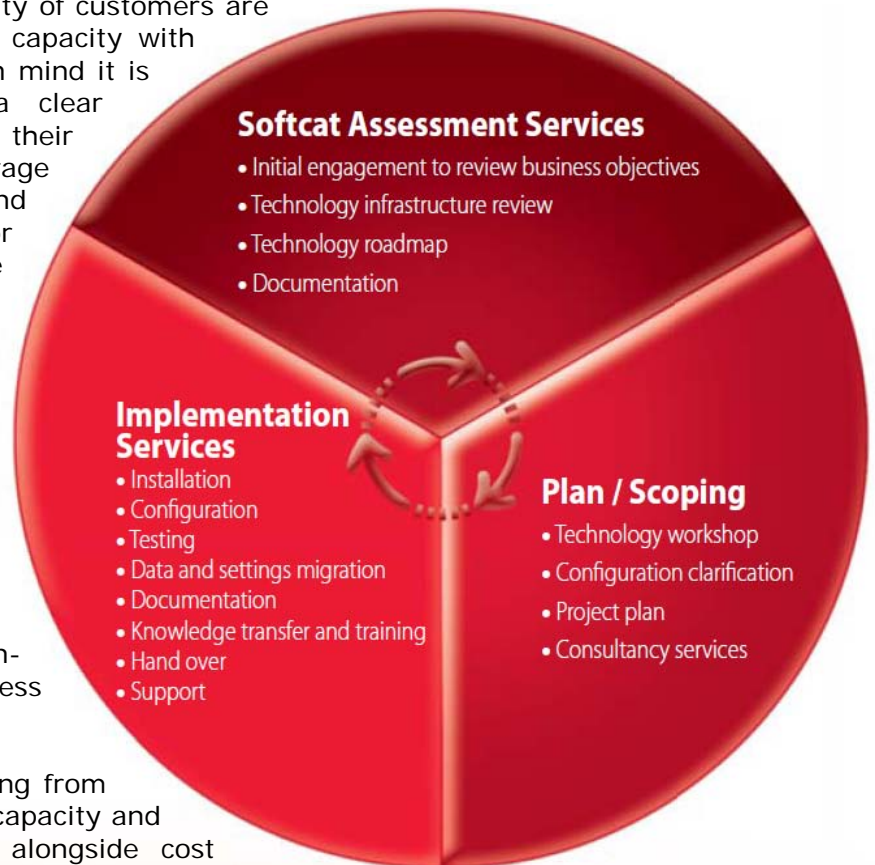


Managing data efficiently is vital to an organisation, so much so, that Softcat's latest findings have identified that up to 65% of IT expenditure is dedicated to storage within the IT infrastructure. Pressures and focus on this expenditure are heightened with the poignant issues of disaster recovery and business continuity being high on the list of priorities for most organisations.

A recent survey identified that the majority of customers are utilising less than 50% of their storage capacity with some as little as 10 or 20%. With this in mind it is imperative that companies develop a clear strategy for protecting and fully utilising their storage. Companies need to consider storage as a priority for both efficient and continuous usage. With the demands for 24x7 access, reliability and security, the need for manageable and cost effective systems is crucial.

Softcat recognise the responsibilities that growing business and ever expanding data place on an IT department. You can call upon the expertise of our pre- and post-sales consultants to help you through the maze of complex and innovative technologies to deliver the right solution for simple backup and restore, or mission-critical data management and business continuity.

During this process we consider everything from internal processes, performance criteria, capacity and redundancy issues, security scenarios, alongside cost implications, ensuring the future proofing of the final solution.



## Softcat Assessment Services

Utilising our in-house engineers, Softcat can offer a two to three day investigation of your current infrastructure, and business needs to then provide a detailed overview of what suitable technology is available in the market outlining a "roadmap" to meet your requirements.

Our approach to a successful solution is achieved by combining storage best practice with tailor-made services and solutions from our partnerships with:

**HP** Gold, Professional Service and CSS Partner **EMC** Premier Partner **Symantec** Platinum Partner  
**CA** Premier Partner **NetApp** Platinum Partner **Dell** EA Partner