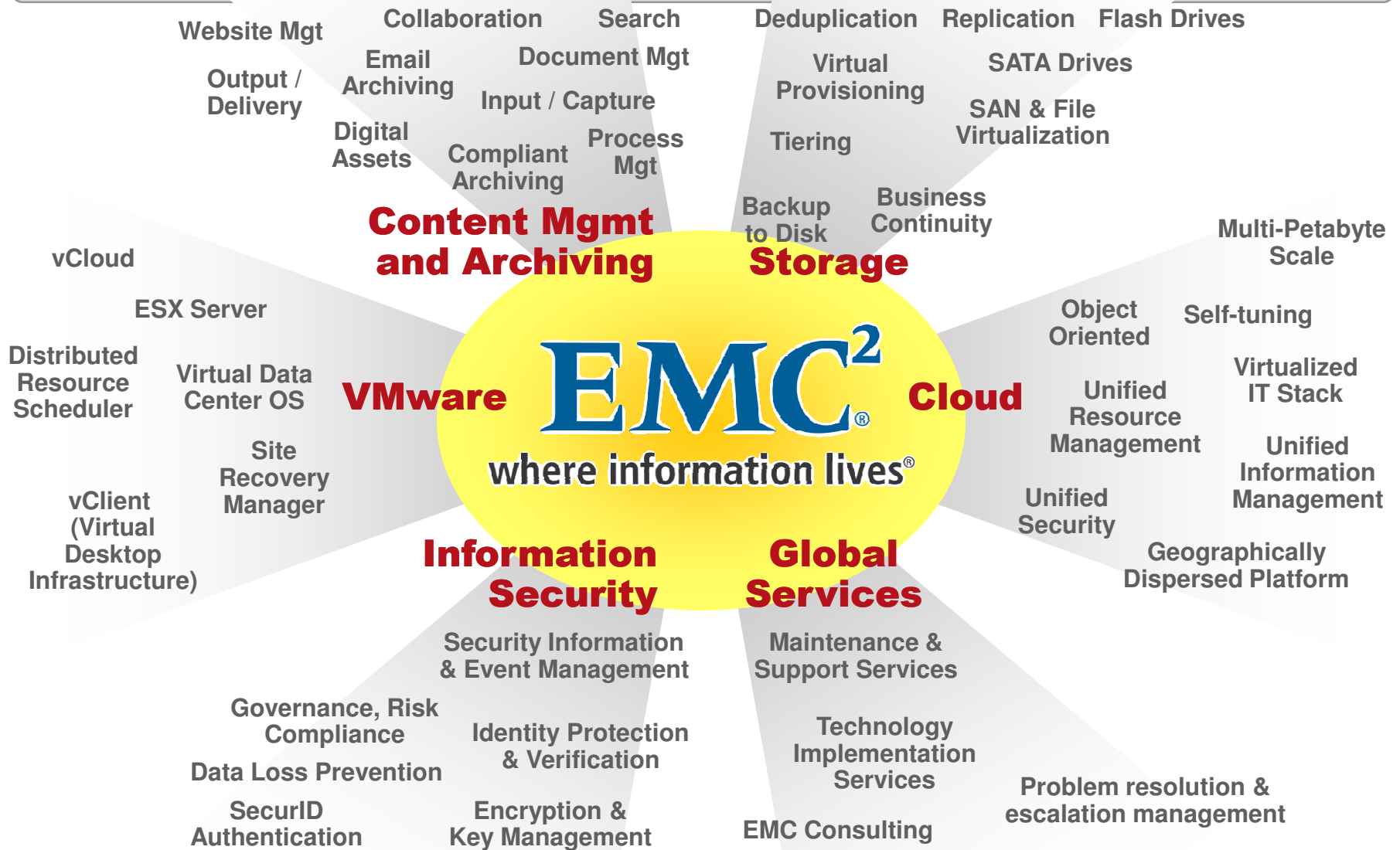


Univeristà La Sapienza
Laurea Magistrale Ingegneria Informatica

Seminario Beyond Green:
EMC and Energy Efficient IT

Franco Martino
EMC Consulting Manager
21 May 2010

EMC's Broad Product and Solutions Portfolio



Reduce Cost

Reduce Risk

**Consolidation
& Efficiency**

Security

Operational Efficiency

Compliance

Virtualization

Data Protection



Environmental Policy

EMC recognizes its environmental responsibilities to shareholders, employees, customers and the public and is committed to continuous improvement of our environmental management systems

Climate Change and Energy Conservation Programs

Regulatory Compliance

Manufacturing and Supply Chain Sustainability Management

Recycling and Waste Reduction Programs

Water Conservation Design for Environment

Climate Change Initiatives



U.S. Environmental Protection Agency (EPA) Climate Leaders Program

- Greenhouse gas (GHG) reduction 8% below 2005 levels by 2012

Cork, Ireland plant: Irish EPA GHG reduction program

- 10% under annual allowance

EPA Carbon Disclosure Project Participant: “Best in Class” recognition



UN Global Alliance for ICT & Development (GAID) member

- Providing financial and technical support to utilize information technology for acceleration of economic development and environmental programs

Beyond Green: EMC and Efficient IT



Collaboration

Customers, IT vendors, consultants

Proven practices

IT design, deployment and operation

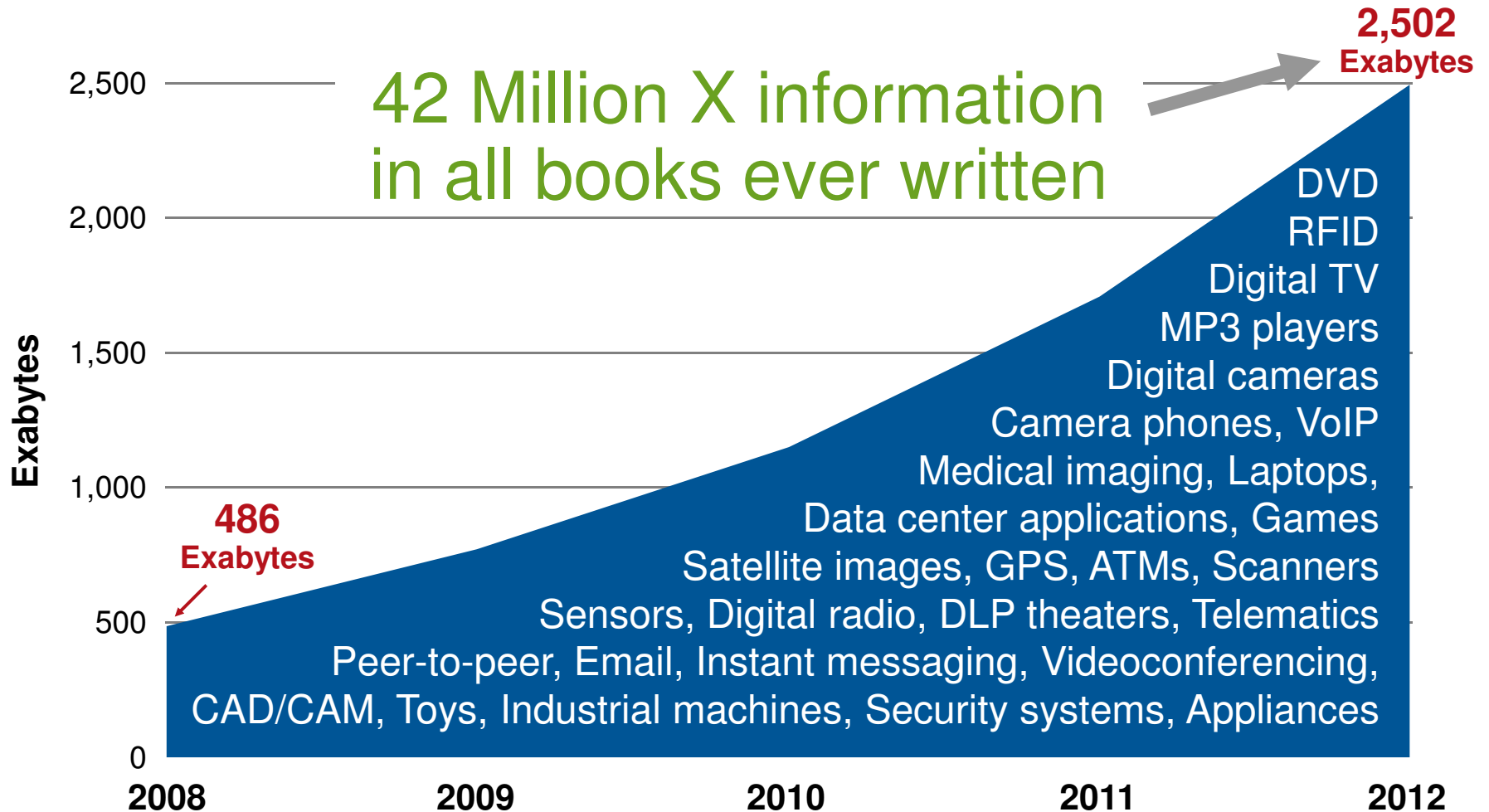
Infrastructure efficiency

Current technology achieving cost savings, business objectives and future flexibility

Environmental impacts

Minimized

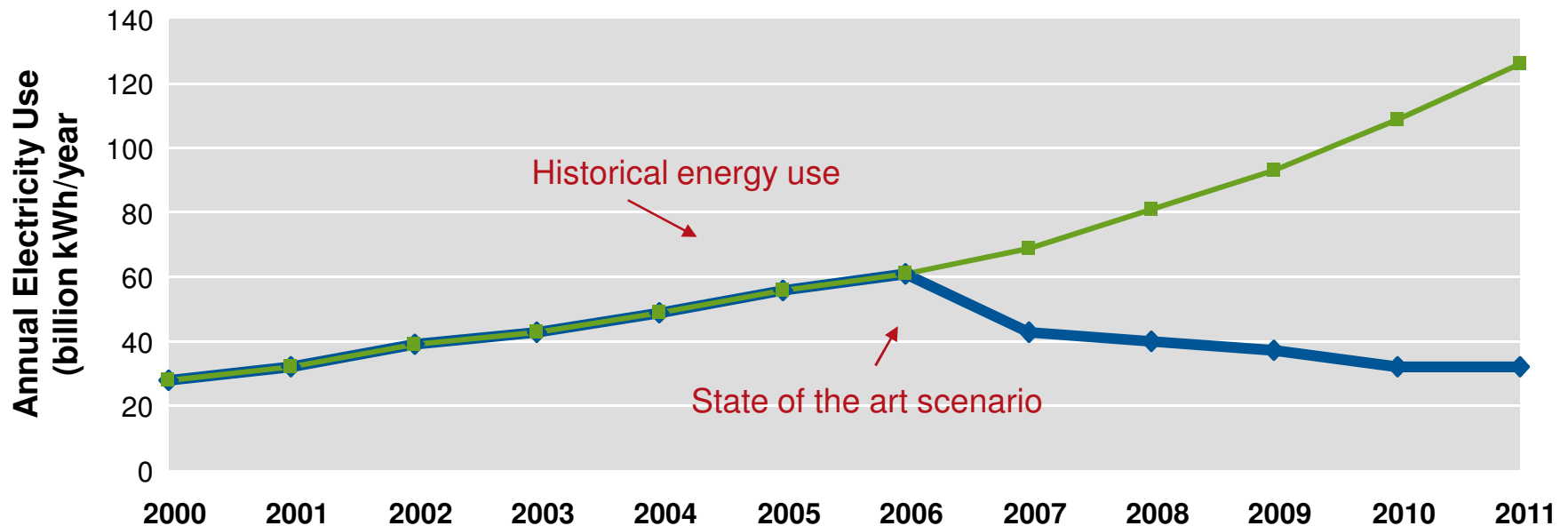
The Digital Universe is Rapidly Expanding



Source: IDC Digital Universe White Paper, Sponsored by EMC, May 2009

Data Center Energy Use is Doubling

IT efficiency and energy savings go hand in hand



Comparison of Projected Electricity Use, 2007 to 2011

IT energy use has doubled since 2000 and will likely double again by 2011

Energy operating costs will soon exceed the cost of purchase for servers

Existing conservation technologies can reduce consumption to 2002 levels

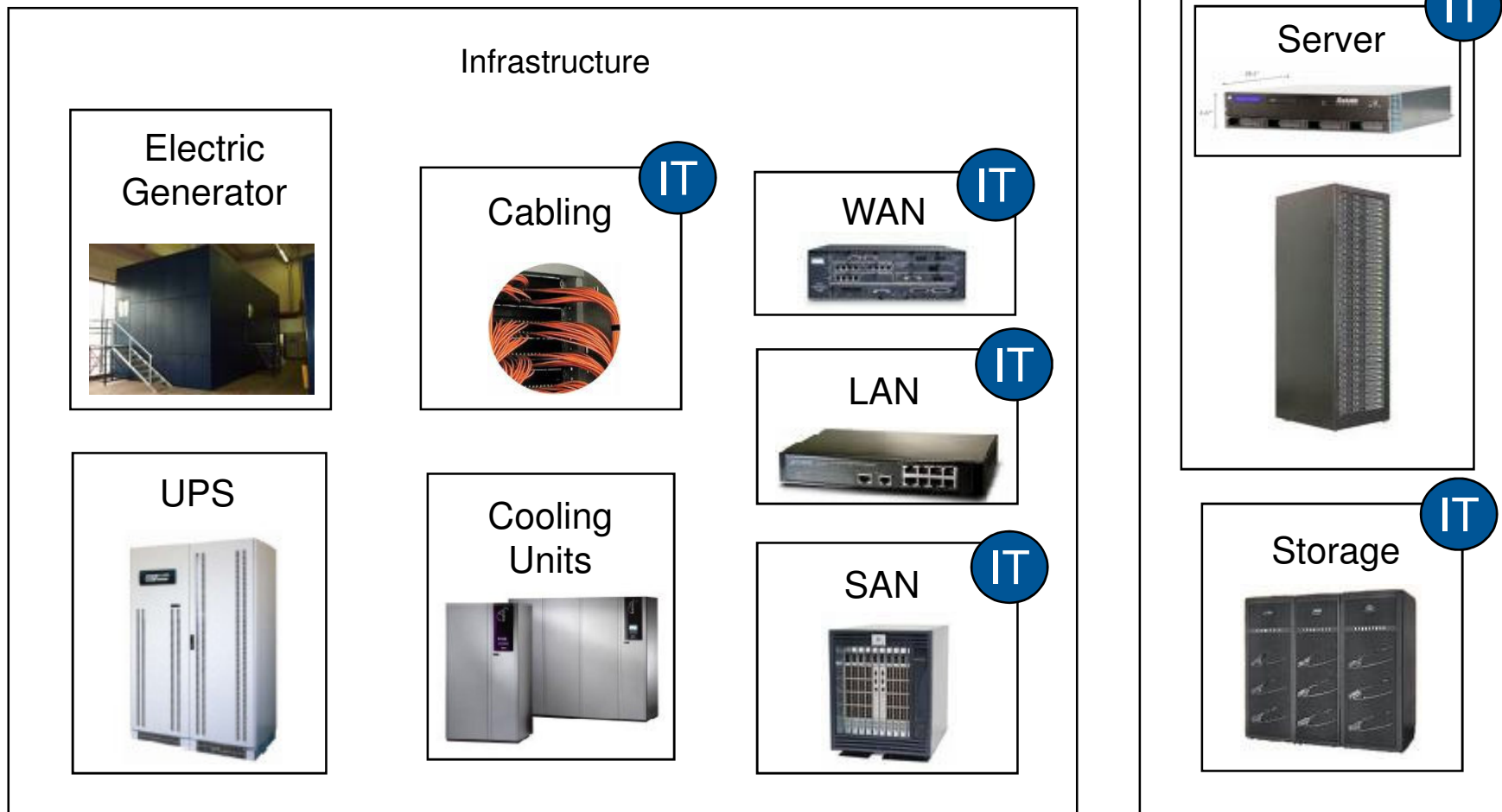
Source: EPA report to Congress, 2007

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Data Center Components



What are the main infrastructural components?



IT Assets are Poorly Used



Typical IT Utilization Rates

Servers: 5–15%

Direct-attach storage: 20–40%

Typical Data Utilization Rates

As much as 70% of file data is never accessed

Sources: VMware, Microsoft, EMC

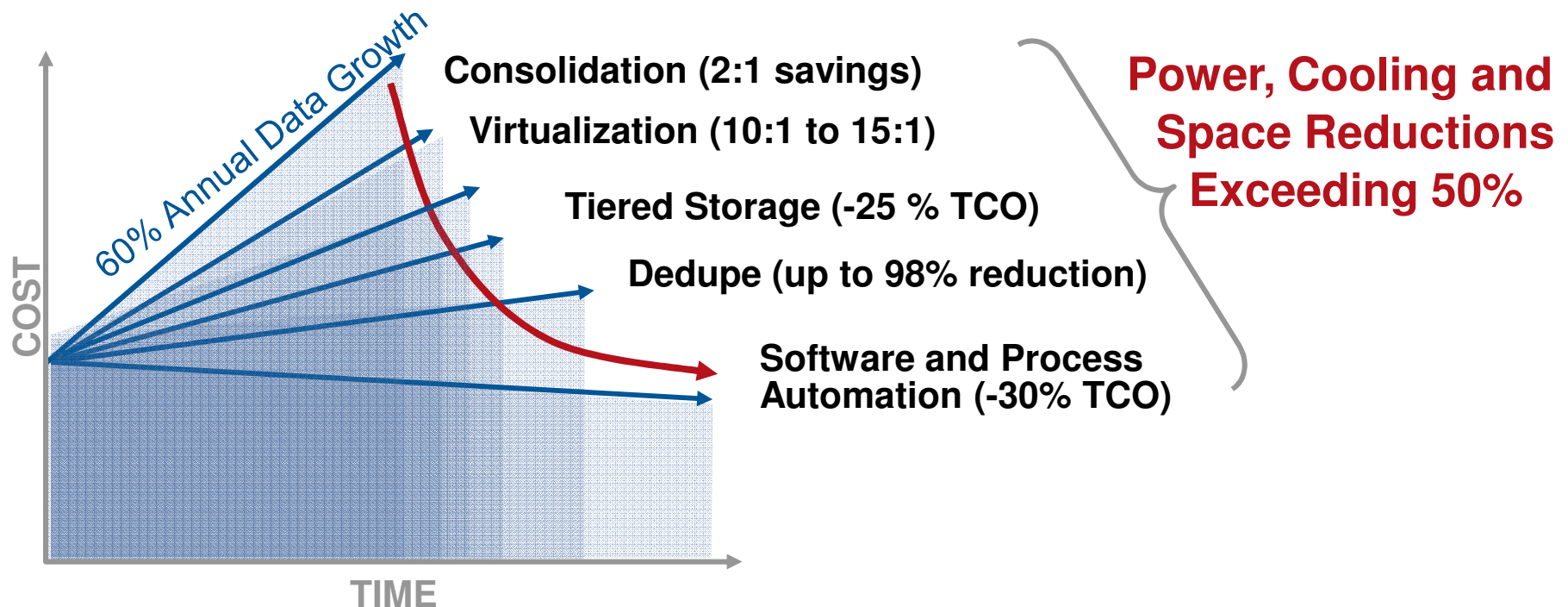
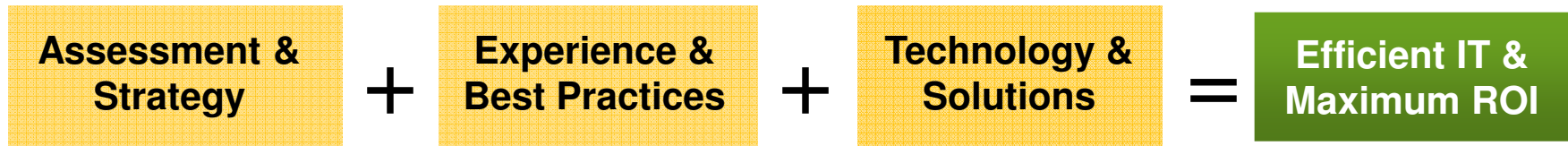
A Systems Approach to IT Efficiency

CONSOLIDATE

OPTIMIZE

AUTOMATE

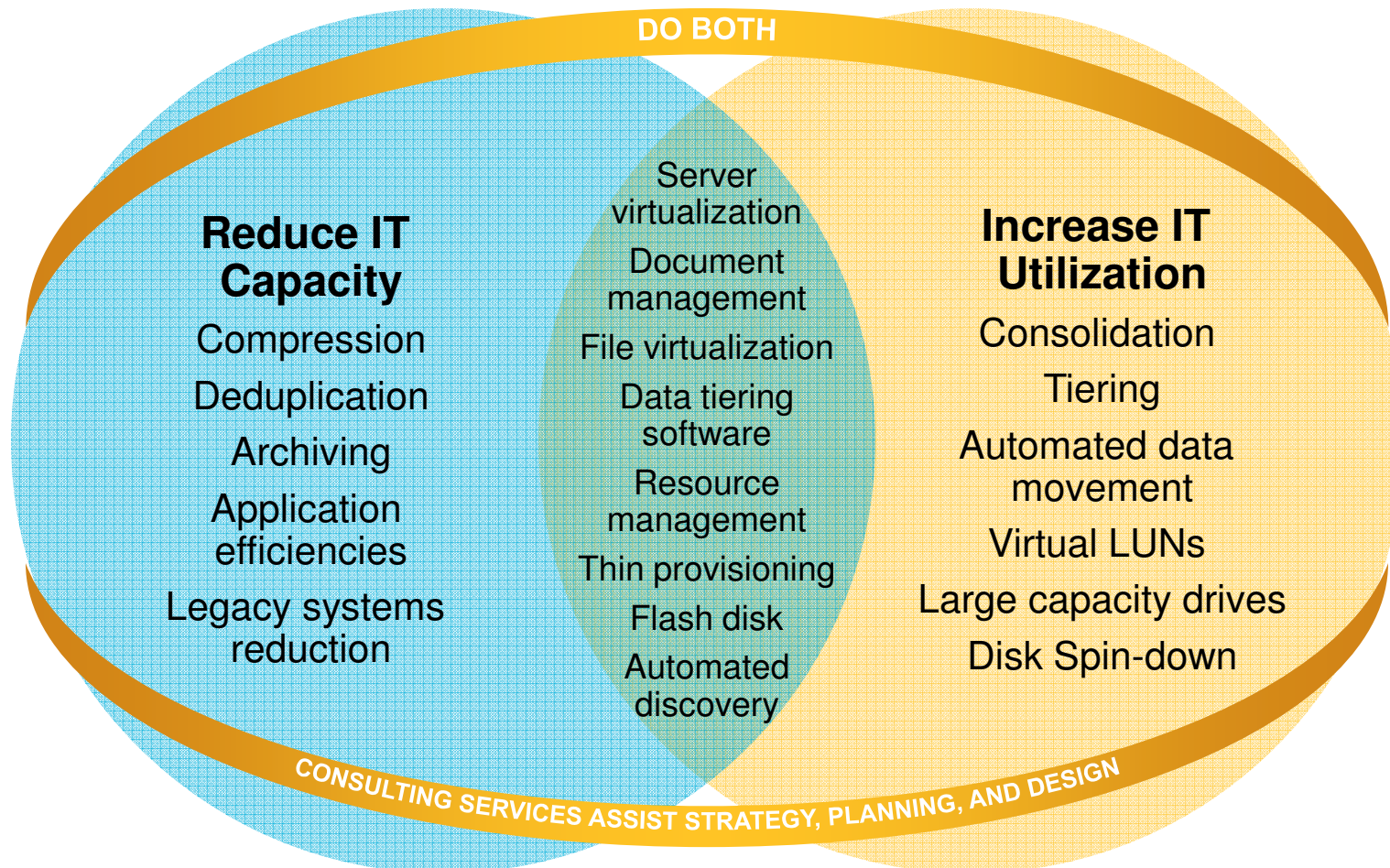
Practical Approaches to Efficient IT



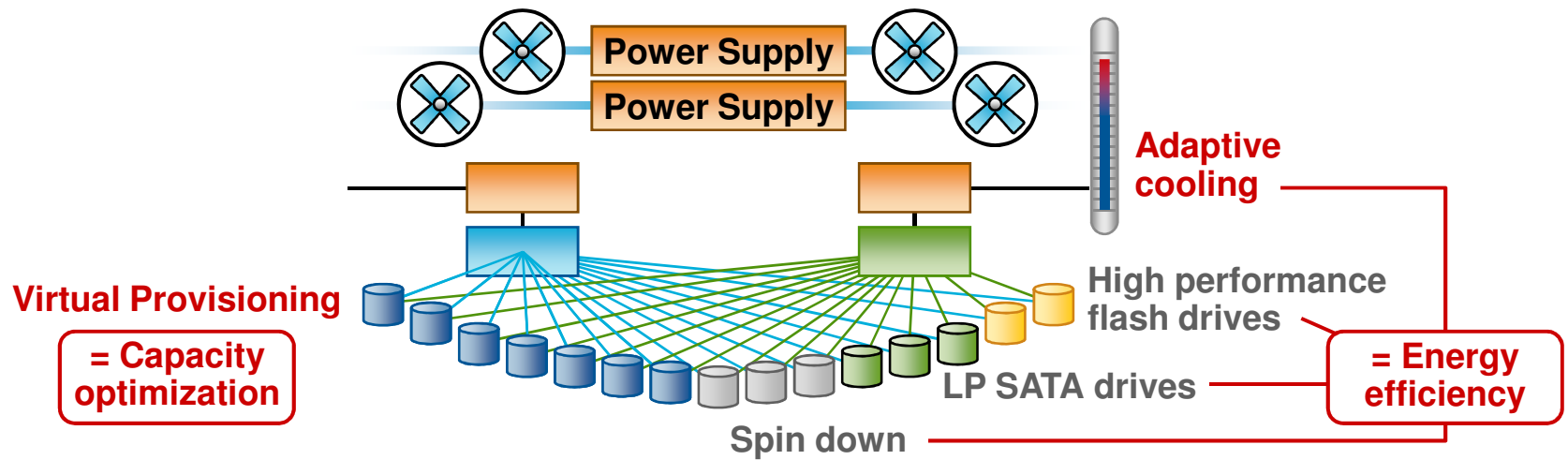
Opportunities for efficiency improvements AND lower total cost of ownership

Efficient IT: A Systems Approach to Functionality and Process

Improve efficiency and reduce energy consumption



EMC: Leading New Standards of Efficiency



And new business practices . . .

Comprehensive Transformation Savings

Corporate Express



| | Before | After |
|-------------------|----------------------------------|----------------------------------|
| Servers | 200 | ➔ 16 |
| Storage | 50 TB DAS | ➔ 20 TB SAN |
| Network | 600 ports | ➔ 64 ports |
| Backups | 2 TB | ➔ 200 GB |
| Facilities | 20 server racks 100 KVA power | ➔ 2 server racks 10 KVA power |



Technology and strategies

Consulting—analysis, planning and implementation of IT strategy

Server virtualization

Storage area network, tiering, and management

Disk Library and data deduplication

Data replication and simplified disaster recovery

Impacts

70-80% reduction on data center space, power, cooling

40% reduction of server TCO

70% improved server utilization

52% reduction in required storage capacity

Tape eliminated

EMC Internal IT Transformation Snapshot



| | Before | After |
|----------------------------|--------|------------|
| Servers | 1,252 | 250* |
| Server racks | 60 | 24* |
| Storage utilization | 50% | 69% (+38%) |
| SAN fabrics | 63 | 12 |
| Storage systems | 205 | 104 |



*Phase one virtualization

Technology and Strategies

- Executive support of IT strategy
- Server virtualization
- SAN consolidation and tiering
- Cooling and airflow improvements
- Tiered data centers

Impacts

- \$10M reduction in data center space, power, cooling (five years)
- \$80M infrastructure cost avoided
- Reduced 59,821,624 lbs CO₂
- \$30M data center upgrade delayed four years
- Tape reduced \$1M/year to \$25k/year
- Half the number of storage systems and triple the capacity

EMC Tiered Storage Options

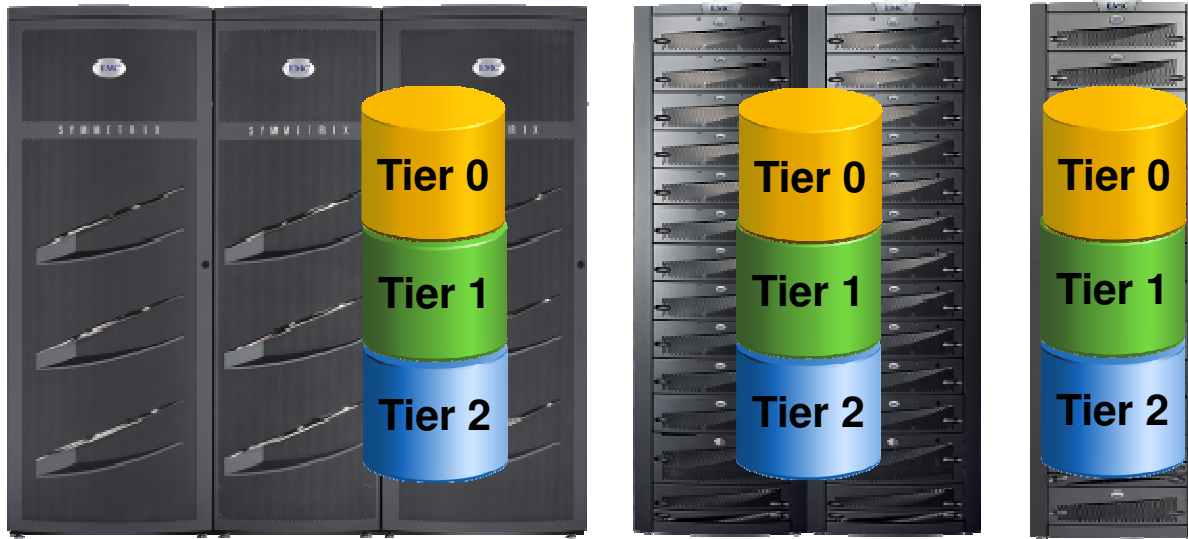


SOFTWARE-BASED TIERING CAPABILITIES

Cache Partitioning ControlCenter Symmetrix Optimizer Quality of Service Management Virtual LUN Technology Virtual Provisioning

Advanced functionality to optimize storage tiering

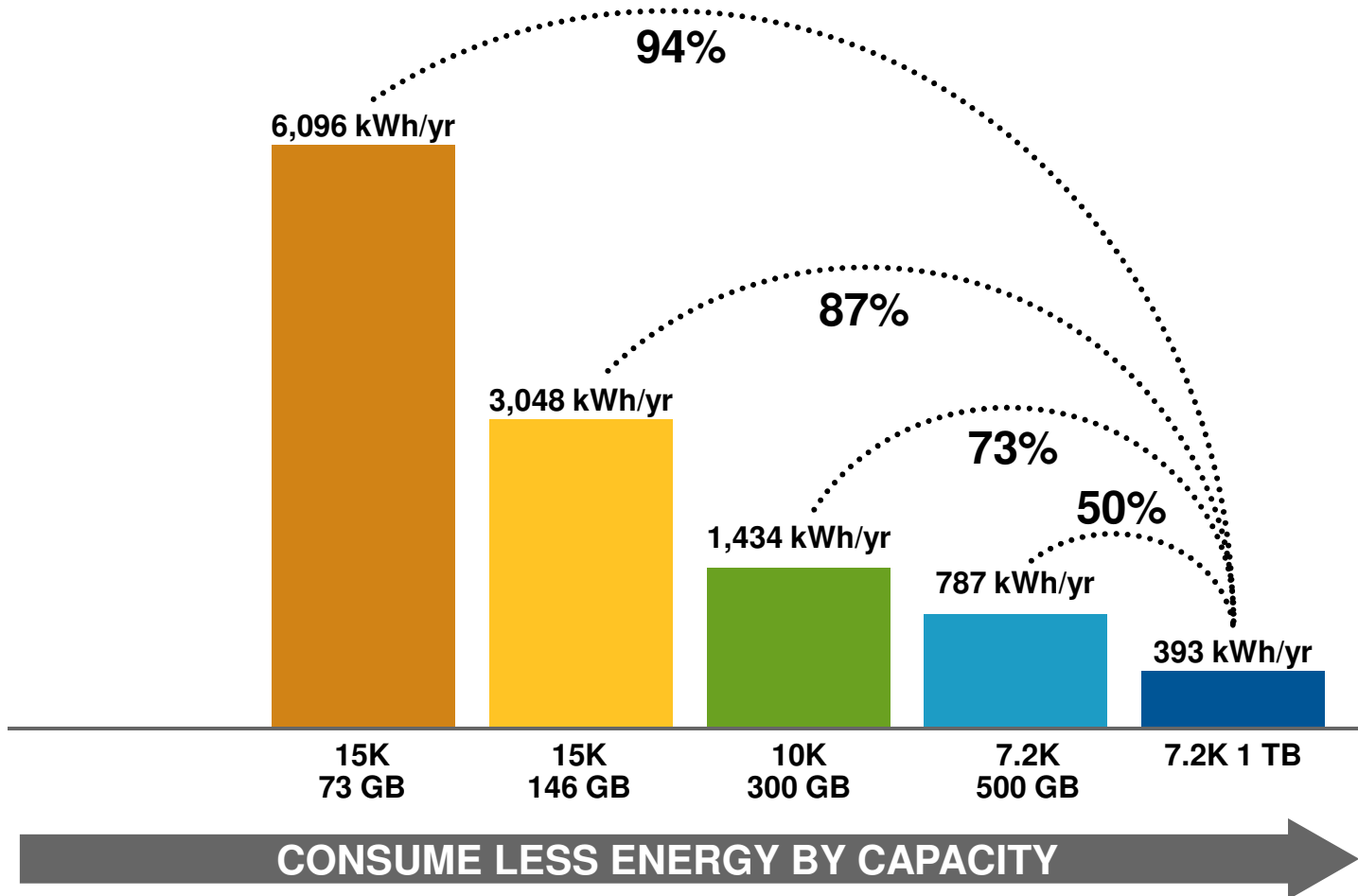
PLATFORM-BASED TIERING CAPABILITIES



Best of-breed storage systems and technology

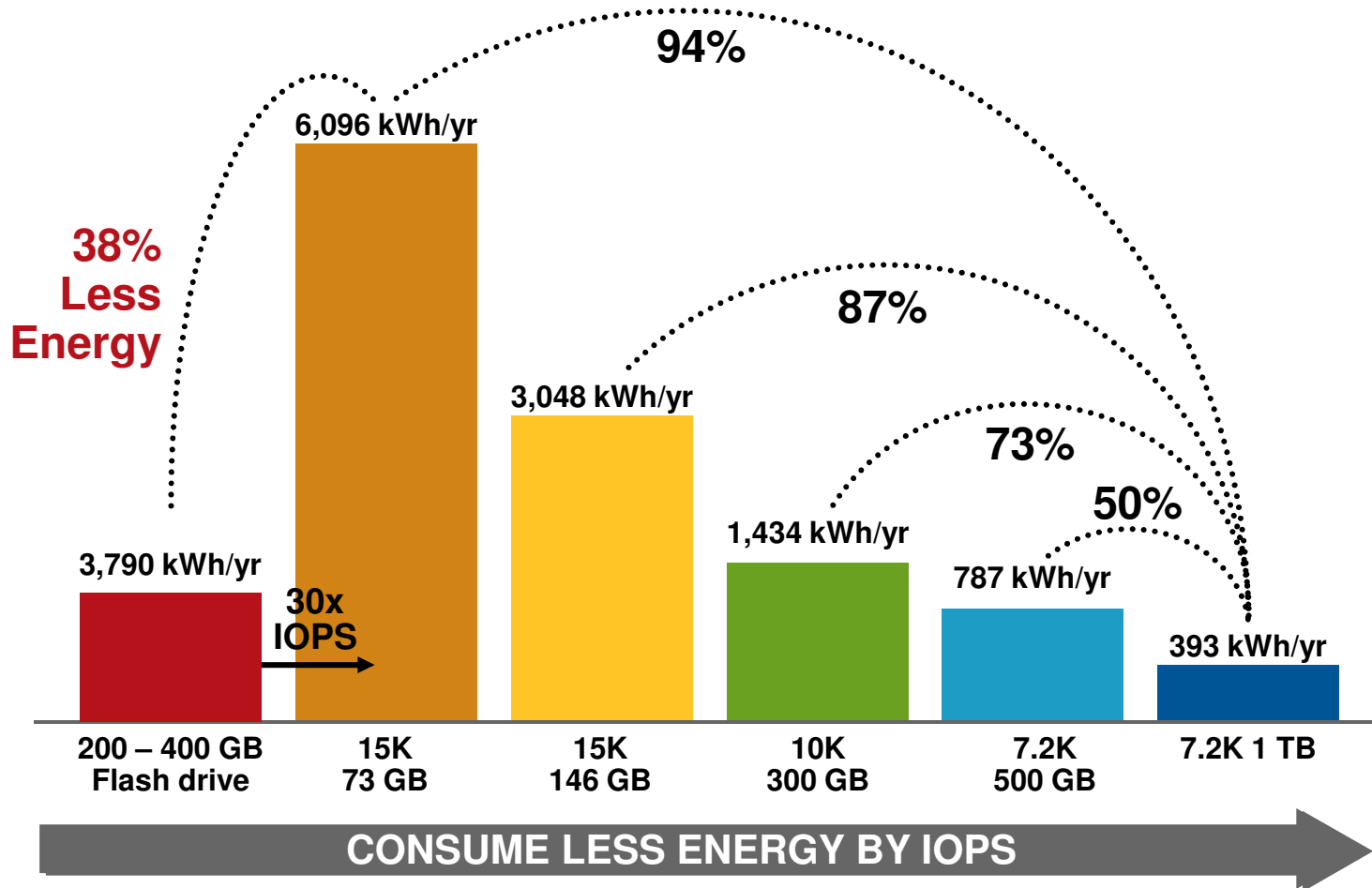
Today: Energy-Efficient Storage Design

1 TB data on different capacity/performance drives



Today: Energy-Efficient Storage Design

1 TB data on different capacity/performance drives



EMC Power Calculator



EMC Power Calculator

File Help

Compare Report

EMC² where information lives[®]

Consolidation Example Compare Report - Typical

Group A

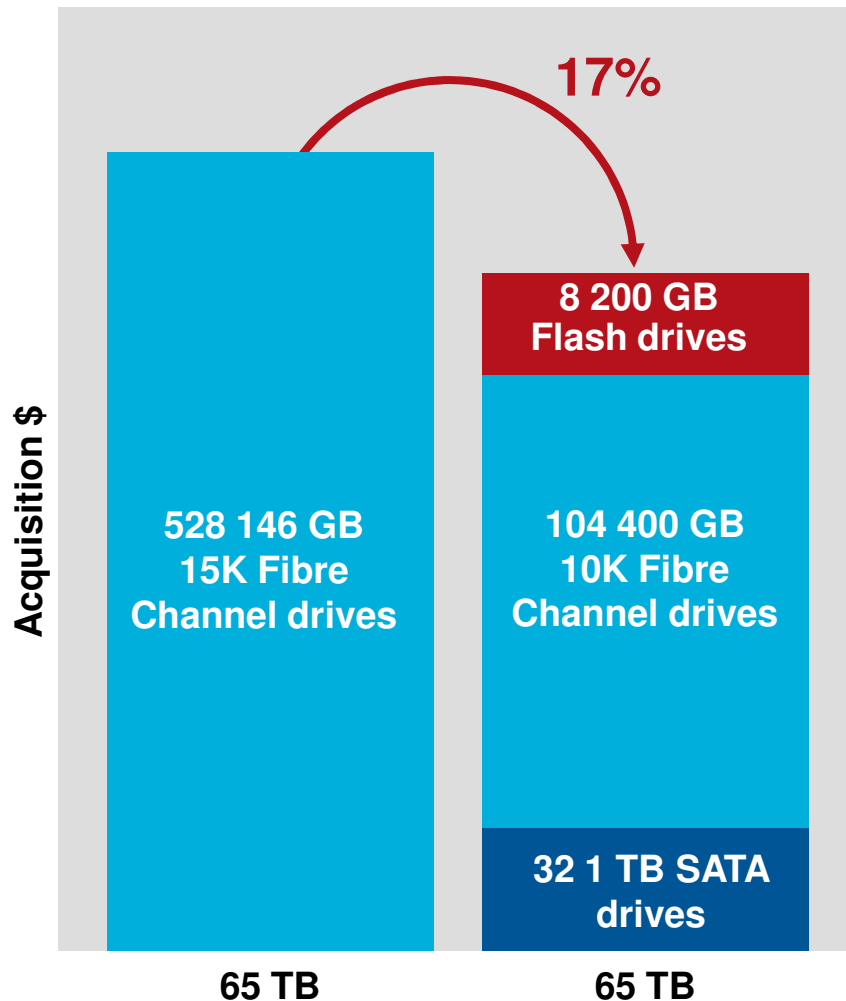
| System Name | Rack Name | Power Consumption (kVA) | Heat Dissipation (Btu/hr) | Annualized Energy Cost | Weight (lbs) |
|---------------|-----------------------------|-------------------------|---------------------------|------------------------|--------------|
| 8530A | Model 8530, 96 Disk Drives | 3.36 | 11,500 | \$8,824 | 1,308 |
| 8530B | Model 8530, 96 Disk Drives | 3.36 | 11,500 | \$8,824 | 1,308 |
| 8830A | Model 8830, 384 Disk Drives | 9.69 | 33,100 | \$25,465 | 3,796 |
| 8830B | Model 8830, 384 Disk Drives | 9.69 | 33,100 | \$25,465 | 3,796 |
| DMX 2000 | DMX2000 | 7.48 | 25,200 | \$19,418 | 2,972 |
| Group A Total | | 33.58 | 114,400 | \$87,996 | 13,180 |

Group B

| System Name | Rack Name | Power Consumption (kVA) | Heat Dissipation (Btu/hr) | Annualized Energy Cost | Weight (lbs) |
|---------------|--------------------|-------------------------|---------------------------|------------------------|--------------|
| DMX-4 | DMX-4 Storage Bay1 | 3.13 | 10,200 | \$7,851 | 2,112 |
| DMX-4 | DMX-4 Storage Bay2 | 3.13 | 10,200 | \$7,850 | 2,112 |
| DMX-4 | DMX-4 System Bay | 3.40 | 11,500 | \$8,840 | 1,216 |
| DMX-4 | DMX-4 Storage Bay3 | 3.13 | 10,200 | \$7,850 | 2,112 |
| Group B Total | | 12.79 | 42,100 | \$32,391 | 7,552 |

-62%

Lower Costs and Optimize Service Levels



17 percent lower storage costs

And reduced maintenance and software costs

38 percent more drive IOPS

And more aligned with workloads

32 percent less power and cooling

And more efficient use of space

384 fewer drives

144 Flash drives plus Fibre Channel drives plus SATA drives versus 528 Fibre Channel drives

EMC Energy Efficiency Service



CONSOLIDATE

OPTIMIZE

AUTOMATE

Review current data center strategy

Baseline your current and future needs

- Servers, storage, floor space
- Power and cooling
- Facility systems

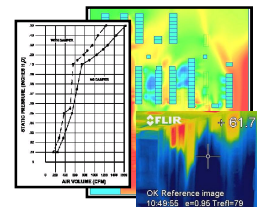
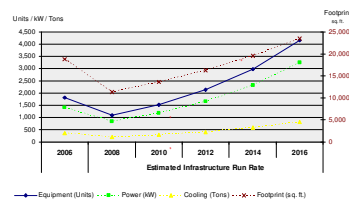
Analyze and consider your alternatives

- Power, thermal, and cooling efficiency
- Server virtualization and storage optimization to reduce power
- Three year “business as usual” (BAU) costs compared to the three-year “optimized” costs

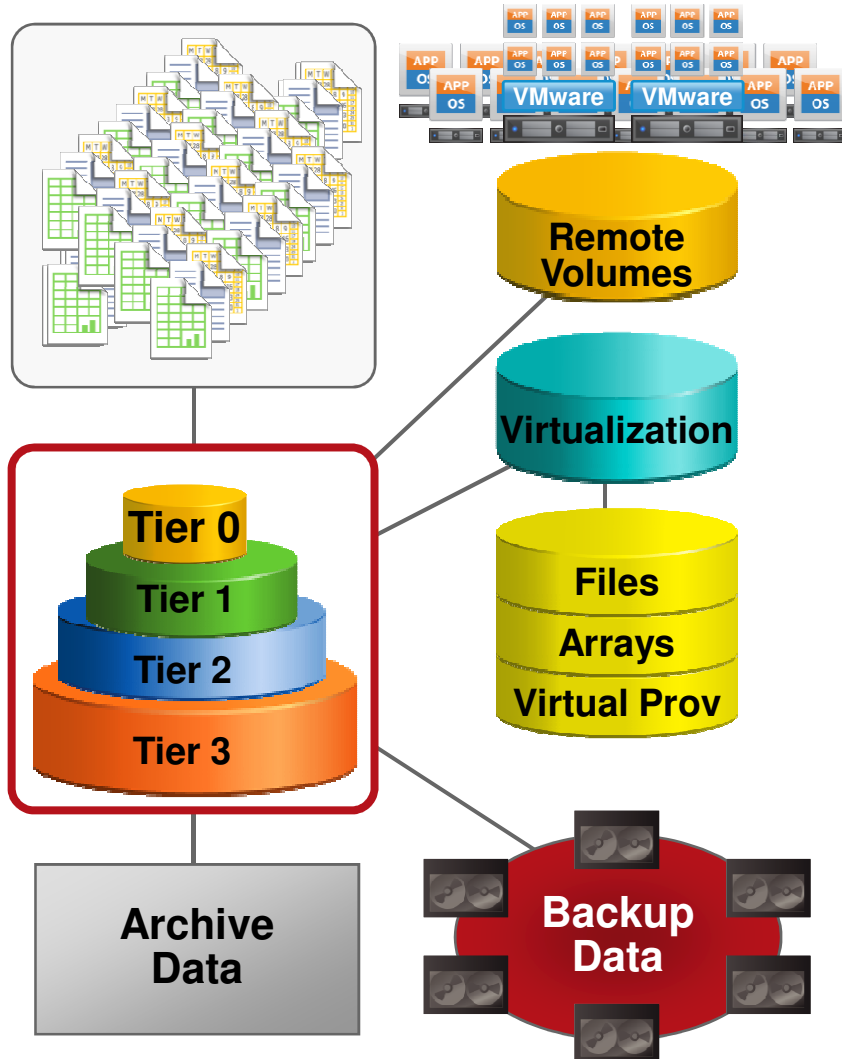
Update your enterprise data center strategy

Create your efficiency roadmap

- Improvements and phasing to avoid cost and gain energy benefits



Storage Consolidation and Tiering Yield Efficiency



Virtualize servers

Classify and tier

Archive inactive data

Eliminate redundant data

Streamline backups

Virtualize storage

A Systems Approach to IT Efficiency

CONSOLIDATE

OPTIMIZE

AUTOMATE

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where information lives[®]