



ROI Calculator Questions

Storage and Data Environment

1. How much capacity for Unstructured Data (usable, not raw) do you currently have?
2. How much Unstructured Data do you currently have (utilized vs. free)?
3. At what rate is the Unstructured Data growing?
4. How much do you pay per useable TB for incremental increases for the above storage? For example, purchasing 25TB for \$125,000 of raw disk may result in 15TB of useable disk at \$8,333.33/TB after it is formatted and configured to meet requirements (i.e. Spares, RAID, Snapshot, Replicate).
5. Over the next 3 years, when are you anticipating the need to purchase additional storage heads/controllers? How much have you budgeted for this?

Back Up

6. What do you currently spend per TB of backup?
(This should include media, duplicate copies, offsite shipping/storage but not library costs nor reductions due to compression/dedupe.)
7. Over the next 3 years, when are you anticipating the need to purchase additional (or upgrade) backup libraries, including drives. How much have you budgeted for them?
8. What frequency and # of copies of backup do you currently maintain?
9. What rate of dedupe (if any) are you seeing for your backups?
10. What rate of compression (if any) are you seeing for your backups?
11. If you execute incremental back-ups, how much data is included in each incremental backup (e.g. 2.3TB new/changed Unstructured Data is protected between full backups).

The following are for customers with D2D or D2D2T backup processes (examples include SnapVault or other replication solutions utilized for backup purposes.

12. How much backup disk storage do you use for Unstructured Data?
13. How much backup disk storage do you have for Unstructured Data?
14. Over the next 3 years, when are you anticipating the need to purchase additional heads for backup storage? How much have you budgeted for this?