

What Is A StorajWeb?

A ***StorajWeb*** is a special purpose "internet" for enterprise computer data storage. Analogous to the World Wide Web, a StorajWeb is a network of routers that connect third party storage servers, external disks, and switches. The network is failsafe, secure, agnostic, and open. A StorajWeb is compatible with all communications protocols, storage industry standards, and all brands of equipment. ***StorajWeb is the only network that can interconnect heterogeneous, multivendor SANs, and the only technology that can become a de facto industry standard.***

StorajRouters form a StorajWeb backbone, just as Cisco routers make up the Internet backbone. The StorajRouters connect and communicate with third party storage equipment to form a coherent platform for storage access and management. The StorajRouters self-discover all resources on the network, as Internet spiders do. The routers immediately replace any failure anywhere in the network with standby equipment and backed up data

A ***StorajBrowser***, with drag-and-drop capability, discovers, displays, and connects with all elements on the StorajWeb. The StorajBrowser runs on any server on the StorajWeb, as well as on any laptop or other workstation attached to the StorajWeb through a TCP/IP or serial port any router. Third parties can write their own browsers to run on the StorajWeb network. With the StorajBrowser and a ***StorajTransferProtocol***, the IT administrator can drag and drop blocks of storage capacity from anywhere on the network to anyone who needs it.

With the StorajRouters and StorajBrowser, enterprise workgroups can set up and control a ***StorajIntraNet***, or "Virtual SAN", for their workgroup that looks and acts like the unconnected SAN island they have today. But the storage resources, switches, and storage servers can be located anywhere on the StorajWeb. When the workgroup needs more capacity, it can simply ask the IT administrator for it. The administrator can assign additional storage capacity to the workgroup's StorajIntraNet from wherever in the enterprise unused capacity exists.

Who needs StorajWeb? Every enterprise IT manager in the world wants standardization. There are 19,000 enterprises in the U.S. alone with annual IT budgets from \$250 million to several \$Billion. Average utilization of storage resources is less than 60% because of interoperability and lack of standards. With StorajWeb as a *de facto* standard, those enterprises can increase storage utilization 15%-25%. That improved utilization will reduce storage management costs for each enterprise by an average of \$100 million per year and generate a payback in fewer than six months.

StorajWebs are WIN-WIN-WIN systems. The IT Departments save storage management costs by consolidating resources, the Enterprise workgroups keep their own "virtual SANs", and the OEMs and third party suppliers can offer differentiated solutions which work with the installed base. Legacy equipment need not be replaced. Using StorajWeb's open API, third parties can write application software to run on the network, such as backup and restore, data migration, and virtualization.

How will we take StorageWebs to market? There is only one way. We must demonstrate its reliability and costs savings in five enterprise IT environments, just as the Internet was demonstrated by a few leading universities and ARPA. It will take \$15 million and two years to accomplish that. Once accomplished, sales to storage OEMs such as IBM, Sun, and H-P will ramp to \$137 million by the end of the fifth year as the rest of the 19,000 enterprises demand CiSTOR connectivity in the storage systems they buy.