

Managed Network Services Storage Centralisation



Centralise and consolidate your data

Storage Centralisation is changing the way branch data is typically stored and protected. It's a simple, cost-effective method to manage and secure rapidly growing data volumes. Storage Centralisation removes the need to maintain storage operations at a branch level, and can be a key step in realising your branch consolidation strategies.

The solution enables you to move your data from branch offices to a central data centre, or cloud environment including private and public cloud, while dynamically allocating data to the branch site on demand, in near real time.

Improve data security and maintain local user experience

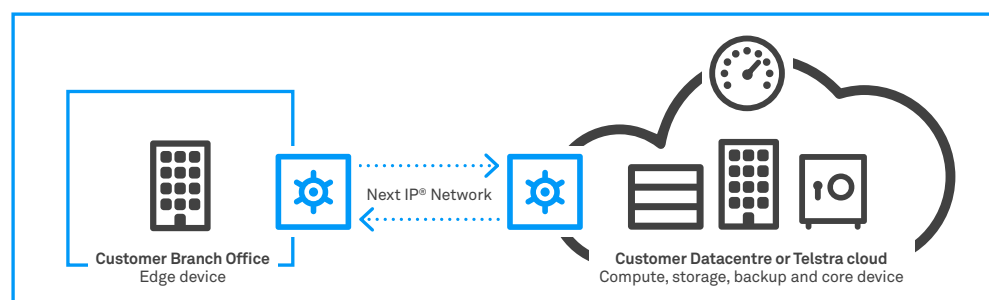
By centralising data, you can improve data security, compliance and business continuity. How is this done? Risk of data loss is reduced if an outage at a branch site is experienced with the recovery point taking place just before the outage. You can also maintain a local user experience, while supporting rapid and more insightful decision making from having faster access to information.

Storage Centralisation is based on advanced Riverbed SteelFusion storage technologies including core and edge devices integrated with your data storage system. These can be used with a new or existing WAN Optimisation service.

Network performance, expertise and management

Benefit from our leading levels of expertise, management and end-to-end monitoring of your entire solution from the network to the device. By drawing on our experience managing thousands of network devices, you can expect peak network performance while freeing your IT staff for more strategic activities. The solution also helps you gain more value from your Telstra Next IP® network service.

How does it work?



"Telstra's ability to adopt Riverbed as a technology platform is leading the world in the Service Provider space. This is a testament to Telstra as a partner and their commitment to Riverbed."

Jerry Kennelly
Chairman and CEO
Riverbed Technology



STORAGE DELIVERY
TECHNOLOGY

- Allocates data workloads in branches for faster data restoration and availability
- Interfaces to customer's centralised storage area network



WAN OPTIMISATION
CAPABILITIES

- Overcomes latency issues and improves data throughput
- Supports large data distribution
- Minimises impact to end user application performance

Telstra Professional and Consulting Services

End-to-end Managed Network Services

Features

Core Capabilities

Features	Benefits
Secure consolidation of branch data <ul style="list-style-type: none"> Data is consolidated into a central location Protect data at rest with AES 256-bit encryption Secure data in flight with industry standard SSL or IPSEC encryption Dynamically allocates a limited set of active data to branch offices according to demand 	<ul style="list-style-type: none"> Reduce risk of lost or compromised data Set up offices in high risk areas such as remote or politically sensitive locations Remotely provision new offices faster Maintain business operations by reducing data loss or service interruption Make faster business decisions through rapid access to business analytics Provides a local user experience by making commonly used data quickly available
Consolidation of IT infrastructure <ul style="list-style-type: none"> Reduce servers and storage at branches Eliminate branch-based data protection Remove backup/replication servers and tape and backup media from branches 	<ul style="list-style-type: none"> A consolidated SAN can deliver a lower unit cost for storage Cut the expense of maintaining IT staff at branch sites or 'fly and fix' missions Reduce operating costs with centralised management Make greater use of data centre storage investments
Near real-time synchronisation of data <ul style="list-style-type: none"> Quickly provision and deploy new branch services or entire new branches offices from the datacentre Centralise control, and leverage standardise datacentre policies. 	<ul style="list-style-type: none"> Improve business continuity - recover in minutes if an unplanned event occurs with minimal data loss Proactively move services in anticipation of an outage Meet compliance requirements more easily
WAN Optimisation <ul style="list-style-type: none"> Advanced data compression algorithms Intelligent caching saves repeat transmission of entire data strings and files TCP Flow Optimisation transmits maximum packet sizes across the WAN at all times Application protocol optimisation eliminates multiple handshakes 	<ul style="list-style-type: none"> Have local performance over the WAN to sustain application performance and user experience Support a mobile or dispersed workforce Reduce networking costs and increase available capacity for applications

Equipment

Equipment	Description
Riverbed SteelFusion Edge devices <ul style="list-style-type: none"> Deployed at each of your branch sites 	<ul style="list-style-type: none"> A converged appliance that runs local branch applications and integrates with server, storage, network and virtualisation.
Riverbed SteelFusion Core devices <ul style="list-style-type: none"> Two SteelFusion cores are deployed in your data centre (either as appliances or virtualised on your server), or the Telstra cloud 	<ul style="list-style-type: none"> Configured in Active-Active mode with your Storage Area Network as a storage controller to 'project' centralised data out to branches.
Riverbed SteelFusion Core software <ul style="list-style-type: none"> Option to deploy SteelFusion Cores as virtual appliances on your on-site server 	<ul style="list-style-type: none"> No need to purchase dedicated SteelFusion appliances You need to provide us with remote access to configure and manage the software You are responsible for your server performance
Riverbed Steelhead WAN Optimisation devices <ul style="list-style-type: none"> Deployed at your data centre 	<ul style="list-style-type: none"> To accelerate applications and data traffic for branch users across the network.

Managed Services

Service	Description
Reactive Management	<ul style="list-style-type: none"> Reactive service assurance Change management¹ Configuration management
Proactive Management	<ul style="list-style-type: none"> Proactive service assurance (polling and alarming) Configuration management Change management¹
Maintenance	<ul style="list-style-type: none"> Replacement of your device/operating system in the advent of failure and/or corruption
Reporting	Online access to SteelFusion for reporting: <ul style="list-style-type: none"> SteelFusion Edge statistics and trends LUN I/O (Input/Output) metrics SAN I/O (Input/Output) metrics Logical Unit Number (LUN) Storage Area Network (SAN)

1. Storage Centralisation Adds, Moves and Changes follow the existing Managed Network Services model of Simple, Complex and Major changes

Deployment Services

Service	Description
Equipment and License Purchase <ul style="list-style-type: none"> Ability to buy Riverbed WAN Optimisation and SteelFusion equipment and licenses 	<ul style="list-style-type: none"> Available with or without installation, commissioning and management services from us We deliver equipment to your premises Only available in Australia
Equipment rental <ul style="list-style-type: none"> Option to rent your managed equipment from us if you have purchased an ongoing managed Storage Centralisation service 	<ul style="list-style-type: none"> The equipment rental term must be the same as the network management term The standard maximum term for rental equipment is 36 months
Design, Procure, Install and Commission <ul style="list-style-type: none"> Option to have Design, Procure, Install and Commission services only without our ongoing managed services Option to take up our managed service after having a standalone Design, Procure, Install and Commission service 	<ul style="list-style-type: none"> Includes network design, procurement of WAN Optimisation and/or SteelFusion accredited equipment, delivery to your premises, unpacking the equipment, connecting equipment to power and to Telstra carriage services, installation of operating system, problem resolution (at the time of install only), testing of network connectivity and equipment hand-over We provide 3 days' support after the service is handed over to you No further installation or commissioning charges will be payable for that equipment (even where additional work is required for us to provide the network management service)
Site Audit Service <ul style="list-style-type: none"> Ability to request a site audit for an additional charge 	<ul style="list-style-type: none"> Determines if the site is ready for installation of the services, and/or existing on-site data networking equipment
Professional Services <ul style="list-style-type: none"> Mandatory for Storage Centralisation if you choose to have our Design, Procure, Install and Commission services 	<ul style="list-style-type: none"> Assesses your environment to determine your specific needs Provides a high-level design and data migration strategy A fixed price engagement calculated on the number of sites including the data centre

Complementary Solutions

Virtual Storage

This solution is powered by NetApp and is an enterprise class of storage service which keeps your data on enterprise storage located in Telstra secure data centres. Data is stored "next to" rather than "inside" multiple clouds, with the freedom to connect to the clouds you want to use while maintaining complete control of your data.

Public and Private Cloud

Gain access to the world's leading cloud vendors through one provider, and be in control by combining the right blend of cloud solutions to ensure your business grows.

About Telstra

We provide network services and solutions to more than 200 of the world's top 500 companies. They rely on us to do business across 240 countries and territories and to enable greater productivity, efficiency and growth.

Our solutions offer the best of all worlds – skilled people and a rich portfolio of services delivered on our world-class Telstra Next IP® network and Telstra Mobile Network. To ensure reliable performance, they're monitored and maintained from our dedicated centres using advanced management and operational systems. And they're backed by Telstra Enterprise-grade Customer Service® and one of Australia's largest and most qualified field and technical workforce.

-  [contact your Telstra account executive](#)
-  [call 1300 telstra](#)
-  telstra.com/enterprise/

Things you need to know

- You must have a Telstra IP network data service to use Managed Storage Centralisation.
- Managed Storage Centralisation cannot be provided if a third party manages the relevant equipment
- Managed Storage Centralisation can be deployed to offshore locations as long as there is a site located in Australia.
- We do not manage your storage arrays.

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