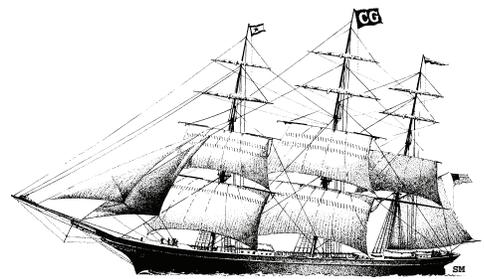


THE CLIPPER GROUP

*Captain's Log*TM



*Navigating Information Technology Horizons*SM

Published Since 2001

Report #TCG2006094

November 2, 2006

Sun *StorageTek Ready* Platform — Good News for Vendors and Enterprises

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Sun StorageTek Ready Platform

Last month at the Sun Forum 2006, Sun Microsystems announced its *Sun StorageTek Ready Platform*. This is not a new partnership program but builds on the existing Sun *Partner Advantage* program. The purpose of its new program is to provide interoperability between Sun's products and the offerings of the other vendors. The initial members in this Ready platform include BakBone Software, Brocade, Dot Hill, EMC, Hitachi Data Systems, HP, LSI Logic, McData, Oracle, and Symantec. These Ready members are now part of Sun's StorageTek Ready Advisory Board and provide input on new Sun solutions while also participating in joint go-to-market strategies and activities. These members have all committed to port their existing applications to the Solaris 10 operating system and have "ready" access to Sun's Ready lab for interoperability testing.

Participation in this program is not on a company basis but on a product-by-product basis. These products can include database software, data management software, Storage Area Networks (SAN) devices such as switches, Network Attached Storage (NAS) devices and direct attach storage (DAS) devices. Products that pass the interoperability tests will have a StorageTek Ready branded logo.

This new Ready Platform is good news for Sun. Sun has a commitment from all of the members to port their applications to the *Solaris 10* operating system. It is good news for the other vendors, since they have a greater voice in shaping the plans for existing and future Sun products. They also have easy access to the lab for extended development and testing. It is great news for enterprises. This new program eliminates the pain associated with installing new products from different vendors - that is, products from different vendors don't always work well together. Products qualified for the *StorageTek Ready* brand have passed the interoperability tests, making implementation much easier. Both vendors will support these branded products, cooperatively.

For many datacenters, the days of buying all products from one vendor are long gone. Many enterprises want to choose products from different vendors to meet their storage requirements yet have been concerned about the difficulty to integrate these different products. **Programs like the Sun StorageTek Ready Platform make these decisions simpler and less risky for datacenters.** Now they know that products with the StorageTek Ready brand will work well with Sun storage products.

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Dianne McAdam is Director of Enterprise Information Assurance for the Clipper Group. She brings over three decades of experience as a data center director, educator, technical programmer, systems engineer, and manager for industry-leading vendors. Dianne has held the position of senior analyst at Data Mobility Group and at Illuminata. Before that, she was a technical presentation specialist at EMC's Executive Briefing Center. At Hitachi Data Systems, she served as performance and capacity planning systems engineer and as a systems engineering manager. She also worked at StorageTek as a virtual tape and disk specialist; at Sun Microsystems, as an enterprise storage specialist; and at several large corporations as technical services directors. Dianne earned a Bachelor's and Master's degree in mathematics from Hofstra University in New York.

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