

## APTARE StorageConsole – Enabling Storage Management Services

Enterprises worldwide rely on APTARE StorageConsole® to deliver real-time information they need to optimize their storage environments and reduce operating costs. Now you can offer your customers the same award-winning solution as your own managed service. You'll be able to provide them a private-labeled storage reporting and management solution through one centralized Web 2.0 portal that you host.

### An Award Winning Solution

As enterprises consolidate their storage infrastructure, the task of managing and optimizing their environment becomes more complicated. The storage environment is constantly in flux -- new devices are added and policies change as data continues to grow. Storage administrators need a visual solution to quickly diagnose and remedy problems in their storage environment.



APTARE StorageConsole is a Web 2.0 platform that delivers comprehensive reporting and management tools for enterprise storage environments – from backup to capacity management. “Drag & drop” reports, tabbed browsing, and floating dialog boxes provide easy access to reports and allow you to customize how you view, organize and share your storage information.

### APTARE StorageConsole Backup Manager

APTARE StorageConsole Backup Manager gives storage administrators a centralized, real-time view of their backup environment through out-of-the-box dashboard reports. They are able to increase the reliability of their backup environment and reduce costs.

- **Increase data protection levels** - Quickly identify areas of data exposure like backup jobs with consecutive errors or failed backup jobs reporting as successful.
- **Improve capacity planning** - Accurately forecast future storage volumes and capacity required based on historical usage patterns.
- **Maximize performance** – Easily identify bottle necks and increase your ability to load balance existing resources to optimize your backup environment.
- **Streamline compliance** - Use pre-configured reports for passing both internal SLA's and external compliance audits like Sarbanes-Oxley.



*Drag-N-Drop Dashboard Reports*

## APTARE StorageConsole Capacity Manager

APTARE StorageConsole Capacity Management provides a 360 degree view of your storage – from the hosts, applications, and storage arrays – with comprehensive out-of-the-box dashboard reports.

- **Increase Management Efficiency** - See the true picture of storage usage. Utilization reports show the actual amount of storage being utilized vs. allocated by each application, host, or storage array.
- **Maximize Resources. Reduce Costs.** - Reduce CapEx spending on new storage by maximizing utilization of existing storage. Identify over-provisioned storage or orphaned LUNs that can be reclaimed for other storage users.
- **Precision Forecasting** - View your future storage capacity needs based on your current usage levels and growth metrics, to achieve a level of forecast accuracy previously unattainable.
- **Improve Application Availability** - APTARE StorageConsole Capacity Manager provides application centric views that show capacity information to ensure optimal application uptime and performance.



*Capacity Forecasting Reports*

## A Solution Tailored For Managed Service Providers

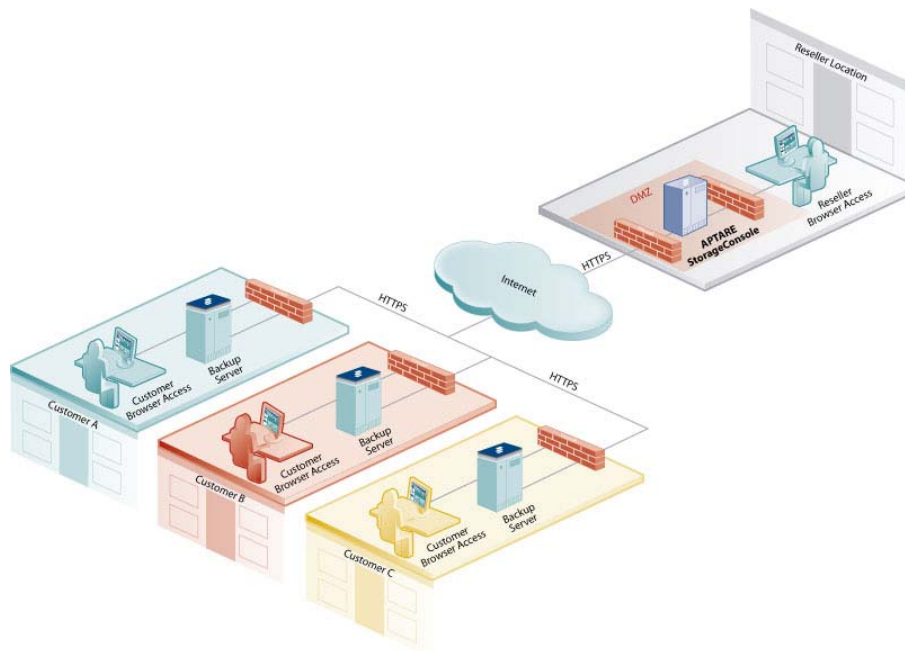
APTARE StorageConsole for Managed Services makes it easy to offer your customers an award-winning storage reporting and management solution as your own branded service. You host the Portal Server and your customers can login using any popular browser to access their interactive dashboards about their storage environment.

- **Securely Manage Customers** – APTARE Storage Console for Managed Services has a special customer management interface that allows you to easily manage an unlimited number and size of customers. Easily add or change customers as your business grows. All customer data and login information is completely exclusive and fully secure.
- **Automated Scheduled Reports** – APTARE StorageConsole offers automated report delivery that allows you to send customized reports to your customers on a scheduled basis.
- **Customer Portal** - Eliminate the cost and personnel resources of managing a separate customer facing portal. Your customers will see the same real-time interactive dashboards about their own environment as you do. The data you provide them will always be consistent with yours.
- **Private-Label Branding** – APTARE Storage Console for Managed Services allows you to customize the solution with your company's branded look & feel. You can easily integrate APTARE Storage Console for Managed Services as an additional product into your existing services offerings.

- **Easy Installation & Upgrades** – Installation takes hours, not days. Once the software is installed the customer can view their data in real-time. APTARE StorageConsole For Managed Service Portal automatically deploys software updates and upgrades across your entire customer base.
- **External Systems Integration** – APTARE StorageConsole provides published views into its database so you can integrate information from APTARE StorageConsole into your other business critical systems like ERP systems for billing etc.

## A True Managed Services Architecture

APTARE Storage Console for Managed Services is architected using only web-based standards. All information is communicated securely over the internet using https. Plus installation is easy, requiring no proprietary ports through firewalls. Since it is web-based software it is infinitely scalable to an unlimited number and size of customers.



## Subscription Pricing

Subscription pricing provides you with an instant recurring revenue stream with pricing that lets you manage your own levels of profitability.

- **Expand your customer base-** The annual subscription-based pricing expands your potential user base by eliminating the upfront investment cost typically found in a perpetual licensing model.
- **Recurring Revenue** - Annual subscription pricing ensures you of annual customer revenue year-after-year.

## APTARE Alliance Program

As part of APTARE's Alliance Program you'll receive both pre- and post-sales support from APTARE.

- **Online Demo** - A complete APTARE Storage Console online demo is available both for managed service providers. It is loaded with data for a powerful presentation to your current and potential customers.
- **Sales support** - APTARE will assist in helping you close large deals by being available to attend product demonstrations and important presentations.
- **Sales tools** - Data sheets, white papers, sales presentations and other promotional literature are available to help you sell and close business
- **APTARE Partner Portal** – Access to APTARE's Partner Portal where you'll have access to the latest information on product updates, pricing, and more.
- **Training** – You'll receive sales and technical training on the installation and use of the APTARE Storage Console for Managed Services product.

For more information on becoming an APTARE Managed Service Provide please contact [sales@aptare.com](mailto:sales@aptare.com)