

Solution Overview

Organizations see their most important asset, information, continuously increase in value and volume. As business grows, the demands on storage infrastructure become more sophisticated and there may be a need to acquire new storage technologies. Workload balancing, technology refresh, server and storage consolidation, data center relocation, data classification, and mergers/acquisitions are all drivers to move data from one storage device to another. However, migrating production workloads and data to new storage can be both resource intensive and risky. Resource requirements and risks such as service downtime, performance impact, technical incompatibilities, and data corruption or loss all contribute to making storage migrations very challenging for most organizations.

You know that the new platform will meet your evolving storage requirements, but you may not be ready for the challenges of the storage migration. Mainland has the skills and experience to help you migrate your workloads and data safely and efficiently, while minimizing downtime to production services. We offer a complete range of migration services, customized to meet your specific requirements.

Benefits

Some of the many reasons you should partner with Mainland for storage implementations include:

- We work closely with storage vendors to provide customer-focused solutions that are tailored to the specific needs of your organization
- We accelerate time-to-value for your new storage acquisition by expediting the data migration
- We use best practices and best-of-breed technologies to perform array-based, host-based and network-based migration across a wide range of platforms in both physical and virtualized environments
- We take a methodical, proven and consistent approach to make certain that the end state is well defined, that risks are identified and mitigated and that the data migration is well planned and executed
- We have dedicated technical storage consultants, with over 40 years of combined, hands-on field experience with storage technologies. Team members hold current certifications with all of the storage products we support
- We recruit the best people in the industry. Our storage consultants come from diverse backgrounds in the IT industry, which allows for a deep understanding of the challenges faced by organizations today

Deliverables

Prior to presenting a Statement of Work for a storage migration, Mainland will typically engage the client in a Migration Approach Evaluation. The purpose of this client/consultant discussion is to determine possible high level migration approaches, and the pros and cons of each, in the context of the following: Risks and assumptions; desired end state, constraints and limitations, and service downtime tolerance. Scoping and pricing of the storage migration engagement is based on the requirements, options and constraints identified through this discussion and will result in a Statement of Work being presented to the client. A storage migration performed by Mainland typically includes:

- **Project Coordination** – Mainland provides a single point of contact for resource scheduling, escalation and quality control. A Project Manager ensures the storage implementation proceeds according to client expectations
- **Discovery** – Information about the source storage environment is gathered from storage arrays, storage networks and hosts. The discovery is typically unobtrusive on your production storage environment, but will be scheduled to minimize interference
- **Mapping and Design** – The destination storage environment is identified. Migration is often seen as a unique opportunity to optimize and/or consolidate data sets, so new layout requirements for existing data are not uncommon. This phase is very dependent upon the capabilities and feature set of the destination storage platform
- **Migration Planning** – The migration plan is the culmination of all the planning activities and functions as the blueprint for the migration implementation. It specifies: All data and workloads to be migrated, as well as interdependencies; customer expectations and end state; communication plan; migration methodologies and tools to be used for each data set; data migration and cutover timelines; and a test plan
- **Provisioning** – The source and destination storage environments are prepared and configured for the data copy. Migration tools and technologies are implemented and configured
- **Pre-migration testing** – Critical aspects of the migration plan, as well as the functionality of the migration tools, are tested and validated. If required, the migration plan will be modified
- **Migration** – During this phase, data is copied from the source to the destination environment and, depending on the technologies involved, maintained in a state of sync as data continues to be changed on the source storage platform
- **Cutover** – This is the point at which hosts and workloads are disconnected from the source storage environment and connected to the destination
- **Acceptance testing assistance** – Mainland can help identify the requirements for testing and validation of workloads and data sets affected by the migration. The client will conduct this testing to ensure expectations have been met. Criteria typically include structure, functionality, access and performance
- **As-built documentation (Optional)** – Documentation describing the migration end-state in terms of data layout, as well as workload and host integration, is provided to the client
- **Knowledge Transfer and Training (Optional)** – Client staff are trained to operate the destination storage environment