



IBM System Storage N series

Customer references

The hotlinks within this document are IBM internal links and only work if you have access to the W3 web site.

Business partners should access customer references via the business partner sales web site at:

<http://www-1.ibm.com/partnerworld/sales/systems/myportal/s.155/307?navID=f300&geoID=All&prodID=System%20Storage&docType=Customer%20Win>

Updated as January 16, 2009
IBM Storage Products Division
<http://www.storage.ibm.com>

IBM System Storage N series customer references

407ETR Concession Co Ltd. (Travel & Transportation) Published 1-8-09

N5600, NFS, SnapManager, Raid 6 (double parity) solution, MS SharePoint, MS Exchange, GTS implementation services
EMC Displaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7KLNFP&appname=crmd>

4Kids Entertainment – US (Media & Entertainment)

HQ New York – (2) N3300, (3) x3850, MS Exchange Server Cluster, MS Exchange Server Cluster, email Xtender server on (4) x3850

DR – Hawthorne, NY – N3700, (2) x3850 ESX servers, VMware Standard ESX, MS Exchange 2007
NO competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7H4R4U&appname=crmd>

Abiti Bowater (formerly Abitibi-Consolidated, Inc.) - Canada

(Industrial Products)

Published 7-30-08

N5300, 3584, NDMP, VMWare, GTS Services

Solution replaced aging EMC HW

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7GD3JG&appname=crmd>

Audi AG – Germany (Automobile)

Published 12-10-07

N5200 G10 Gateway, N5200 G10 Gateway, (2) DS8100, (3) DS4800, (2) ESS 800, (4) System x, SAN, TPC for Fabric, GTS Services

Win against EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-788E3U&appname=crmd>

Aviza Technology – US (case study) (Electronics) Published 8-28-07

Two tiers - Oracle EBS 11.0.3 to 11.5.10, Oracle Database 8i to 10g, x3850, Red Hat Linux 4 and Oracle DB on x3950, Red Hat Linux 4

Development – (6 instances x3850, N5200

Win against EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=DLAS-76HKBX&appname=crmd>

Azienda ULSS n.3 Bassano del Gruppo – Italy (Healthcare)

Clustered p5 520 Express, DS4300, N5200, AIX 5L Edition, AIX v5.3, Wolfgang monitoring

NO Competition

Published 10-11-08

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7K8PDS&appname=crmd>

Banco ABC Brasil, S.A – Brasil (Financial Markets, Banking)

Published 05-

11-09

BladeCenter running Windows, BladeCenter H Chassis, BladeCenter HS21, Storage: N3600, Storage: SAN Switches, Storage: TS3310 Tape Library, FSS: Banking - Back Office - Core Systems Transformation, GTS ITS Site & Facilities: Data Center & Facilities Strategy, GTS ITS Server: Server Optimization & Integration

IBM System Storage N series customer references

Services, GTS ITS Storage & Data: Storage & Data Product, GTS Maintenance & Technical Support: Hardware Maintenance, GTS Maintenance & Technical Support: Software Support, Tivoli Storage Manager, Virtualization, Selected Business Solution (sBS), Optimizing IT, Systems & Network Management

Competition: Dell, EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7R6P9X&appname=crmd>

Bangkok Broadcasting & T.V. Co. Ltd – Thailand (Media & Entertainment) Published 12-12-06

N5200, 3584, (9) System x, Windows 2003, Windows XP, Ardendo Media Asset Management

NO competición

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6UMTT2&appname=crmd>

BMD Group – Australia (Construction/Architecture/Engineering) Published 12/15/08

Primary - N5200, 6-BladeCenter HS21, BladeCenter H Chassis, TSM v5, VMWare, SQL, MS Exchange, MS SharePoint data, 50 virtual servers

DR – N3700

HP Win back

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7KDU72&appname=crmd>

Boone County Public Schools - US (Education) Published 11-15-07

N3700 – A20 7.4TB, CIFS, SQL

Win against EMC, Dell

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-782KF4&appname=crmd>

Bougyues Telecom – France (Telecommunication) Published 12-23-08

Primary – N5300 -9.7TB, N5600-29TB, 2-X3850 M2, VMWare ESX v3.5, (100 virtual servers) VMotion, SnapRestore v7.2.4, SnapVault v7.2.4, SnapMirror, Data ONTAP v7.2.4., GTS Services

Backup –N5300-21TB, N5600-63TB (SATA), 2-x3850 M2, (up to 300 virtual servers)

Win against Dell, EMC, HDS, HP, NetApp

HP Displaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7LPLGQ&appname=crmd>

Bulgari SPA – Italy (Retail and Services) Published 1-29-09

Power 570, POWER running AIX, Storage: DS8300, Storage: DS4800, **Storage: N6070**, Storage: SAN Directors, Storage: SAN Switches, Storage: TS3500 Tape Library, Storage: TS7510 Virtualization Engine, System x: System x3950 M2, System x: System x3650, SAP Advanced Planning & Optimization (SAP APO), SAP ERP, SAP ERP Central Component (SAP ECC), SAP NetWeaver Business Intelligence (SAP NetWeaver BI), SAP NetWeaver Exchange Infrastructure (SAP NetWeaver XI), SAP NetWeaver Portal, SAP Solution Manager, GTS ITS IT Strategy & Architecture: IT Management Consulting, GTS ITS Server: Server Product Services for Power Systems p & i, GTS ITS Server: Server Product Services for System x, GTS ITS Storage & Data: Storage & Data Product, GTS ITS Storage & Data: Storage Opt. & Integration, PowerHA: PowerHA for AIX & Linux, PowerVM Dynamic Logical Partitioning, PowerVM Enterprise Edition, PowerVM Live Partition Mobility feature, PowerVM Micro-Partitioning, SAN Volume Controller, TotalStorage Productivity Center, Tivoli Storage Manager, Blue Razor, Energy Efficiency, Optimizing IT, Server

IBM System Storage N series customer references

Consolidation, Virtualization, Workload Management, Systems & Network Management, Linux, Openness, Service Management

Win against EMC, HP

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7M7LXV&appname=crmd>

Business Objects Corp – Canada (Computer Services) Published 12-21-08

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7JDNS9&appname=crmd>

N5500 Gateway G20, N5600, McData switches and Directors

NO Competition

CanGro Foods Inc. – Canada (Consumer Products) Published 12-16-08

N3700-A20

Win against EDS, EMC, HP

HP win back

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7LCP5A&appname=crmd>

Caterpillar – Aurora and Joliet, IL – US (Industrial Products)

Aurora – N7600-A20, N5500 –A10, SnapVault

Published 6-25-08

Joliet – N5500-A10, N7600-A20, SnapMirror

(bidirectional replication between N760ss at each site) East site acts as disaster site for the other

Win against EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7B6S94&appname=crmd>

Caterpillar Finance – US (Industrial Products)

Published 6-28-08

N5200-A10 – 30TB, CIFS/NFS

Win against EMC, HPQ

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7C7K3S&appname=crmd>

China National Offshore Oil Corp – China (Energy & Utilities)

N5500-A10, DS8100, PPRC, SnapMirror, Domino Clustering, TSM, SAP ERP, Published 6-28-08

ITSM, GTS services, (also server virtualization on System p, production data migration, storage

consolidation, disaster recovery

Win against EMC, HPQ

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7E78UP&appname=crmd>

Chuo Mitsui Trust and Banking Co., Ltd. – Japan (Banking)

N5600, TS3500, TSM Extended Edition, encryption key manager, GTS Services

Win against Hitachi

Published 12-18-08

Sun displaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7LG838&appname=crmd>

City of Tacoma – WA (Government)

Published 2-29-08

(2) N5500-A10, SnapLock, SnapVault, NearStore Two-tiered back-up with snapshots

IBM System Storage N series customer references

Win against Network Appliance

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-775NAT&appname=crmd>

Clinical Practice Management Plan – US

Primary – N5200-A20, x3650, BladeCenter, VMware, SnapMirror

DR – N5200-A20, existing x86 servers

NO Competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7H4TFY&appname=crmd>

CMC Markets UK plc – UK (Financial)

Published 5-21-07

N5500, N7000 Gateway, (2) N7800, (4) System p, TSM suite, AIX 5L v5.3, TGS Management Services

Win against Dell, HPQ, Sun

Dell displaced – Dell server infrastructure replaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6ZXNUM&appname=crmd>

Constantia Hueck Folien GmbH & Co. KG – Germany (case study) (Fabrication & Assembly)

Published 1-3-08

(2) N5200 – 84TB, System p with POWER5+, MetroCluster, NFS, Oracle, SAP ERP, SAP Netweaver BI

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=STRD-7AHG4P&appname=crmd>

Daejin Medical Center – Korea (Healthcare)

Published 10-31-08

08

N5300, (2) p5 570, x3650, SAN switches, AIX v5.4, TSM, VMware, Windows, OCS, PACS, EMRS

SUN displaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7JTFJ7&appname=crmd>

Fort McDowell Enterprises – US (Media & Entertainment, Government)

Primary – N5200-A20, X3850, several new HS21 Blades

Published 10-15-08

Casino – N5200-A20 (500 meters apart)

No Competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7H3QVB&appname=crmd>

Fox Symes Pty Ltd. – Australia (Financial Markets) Published 12-21-08

N3700-A20, x3850, TS3100, Express, (2) BladeCenter HS21 XM chassis (7 Blades each), VMware, Windows, SnapManger, SnapShot, SnapMirror, SnapManager for SQL, MS Exchange, MS SQL Server, Citrix, Commvault, Sage SalesLogic, Alcatel Contact Centre Premium, OmniTouch Unified Communications, Core PABX CPU applications, .net, core business applications

Displaced HP, Dell

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7KV36E&appname=crmd>

Howard County Government - USA (Government)

Published 2-16-09

BladeCenter running VMware, BladeCenter HS21, BladeCenter H Chassis, Storage: N5300, Storage: SAN Switches, High Availability, Virtualization, Optimizing IT, Systems & Network Management

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7H4SAK&appname=crmd>

Hyundai H&S – Korea (Retail, Wholesale Distribution Services)

Published 6-28-08

N5200-A10, N5200-A20, DS8000, DS4000, p570, p595, x3550, x3656,x3850, x3950,SAN director, WebSphere Application Server, AIX, (Rational Robot SW used ONLY during implementation period), GTS services. Consolidation of disparate servers from HP, Sun and IBM

Win against Hyundai

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GDLR-7CVW2H&appname=crmd>

IBM Green Innovation Data Center– US (Computer Services)

Published 02-27-09

BladeCenter running Linux, BladeCenter HS21, BladeCenter LS41, System p: System p5 570, System p: System p5 590, System p: System p5 595, System p: System p running Linux, Storage: DS4100 (FASTT100), Storage: DS4800, Storage: DS6800, Storage: N3700, Storage: 3584 Ultrium UltraScalable Tape Library, System x: System x3850, System x: System x3950, Tivoli Monitoring for Energy Management, Tivoli Storage Manager, Systems & Network Management, Energy Efficiency, Infrastructure Simplification, IT Optimization, Optimizing IT, Smarter Planet, Dynamic Infrastructure, Green and Beyond, Automation, CIO

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7PNM2H&appname=crmd>

IBM Corporation – US (case study) (Computer Services)

Published 12-28-08

Green Innovation Data Center provides energy efficiency and optimized innovation hosting

N3700, DS4100, DS4800, DS6800, (total 100TB storage) p5 595, 590, 570, p6 595, x3950, x3850, BladeCenter HS20, HS21, LS40, DS41,(300 physical & virtual servers) 3584, TSM, Tivoli Monitoring for Energy Management, Director with Active Energy Manager

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=LWIS-7MS6YL&appname=crmd>

Indiana University – US (Education)

Published 9-21-06

(2) N5500 – 50TB, (2) DS4800 – 50TB, Cluster 1350, (526) BladeCenter, (36) System p, (40) 3592 WORM, SUSE Linux Enterprise server 9, 450TB Data Direct Networks SA9500, HPSS, GTS Services

Win against – all tier 1 vendors, HPQ competed with IBM for this business

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6R9P6W&appname=crmd>

IBM System Storage N series customer references

Iron Mountain – US (Professional Services)

Published 12-

19-06

(10) N5500 – 840TB total, Snaplock, SnapMirror, Cisco network, accessed by servers running Sun Solaris, HP/UNIX, Linux, support EVAA customer offering

Win against EMC, NetApp, Sun

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6W2RXR&appname=crmd>

IronPort Systems – US (Computer Services)

Published 12-4-07

N5200-A10, N5500-A10, N7000, SnapMirror, SnapVault

NO competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7GYR5L&appname=crmd>

IronPort/Cisco Systems – US (Computer Services)

Published 11-26-08

(2) N5600, Cisco MDS switches, GTS Services

NO Competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7GYR5L&appname=crmd>

Johns Manville – US (Industrial Products)

Published 3-05-09

Storage: N5600, System x: System x3950 M2, SAP ERP, Linux - Novell SUSE Linux, Blue Razor, Infrastructure Simplification, Linux, Optimizing IT, Virtualization, Workload Management, Openness, Business Continuity

Win back against HP

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7MTMAH&appname=crmd>

Kalgoorie Consolidated Gold Mines – Australia (Industrial Products)

N5000, DS4700, Tape Library, BladeCenter E Chassis, HS21 Blades, System x3650, Pulished 6-28-08

VMWare, Windows Duplicate infrastructure at DR site – 4 Kilometers away

Win against Dell, HPQ

HPQ Displaced – does not mention what HP HW or SW was displaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7E6D7G&appname=crmd>

Kramer van Koophandel Nederland – Netherlands (Government)

N5200-A20 and backup Nseries at BCRS recovery center

Published 6-28-08

(infrastructure includes System i, System p, System x) GTS services

NO Competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7CWGA3&appname=crmd>

KTA Super Stores – US (Retail)

Published 12-5-07

N3700, TS3200, (5) System x, TSM, VMware, Windows

IBM System Storage N series customer references

Win against Dell

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-78PR6J&appname=crmd>

Lee Memorial Health System – US (HealthCare) Published 03-11-09

Storage: DS4000, Storage: N5200 Model A10, Grid Computing: Grid Medical Archive Solution (GMAS), GTS Maintenance & Technical Support: Hardware Maintenance, Business Continuity, Business Resiliency, Openness

Competition: EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7MKSES&appname=crmd>

LHS Telekom GmbH & Co. KG – Germany (Computer Services)

(2) N5000 Gateway clustered & connected to DS4800

Published 2-22-07

next phase – add SVC, TS3310 and 2nd DS4800

Win against EMC, Hitachi, HPQ

Displaced HPQ – does not mention what HP HW or SW was replaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6YCGLK&appname=crmd>

Lighthouse Caledonia - UK (Consumer Products)

Published 12-28-08

N3700, BladeCenter HS21, VMware, Windows, SQL Server, Exchange 2007,

Win against HP

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7LAD5G&appname=crmd>

Memorial Hospital and Health – US (Healthcare) Published 7-18-06

N5200 – 12TB, DS4800 – 5.4TB, 3584

Tier 1 = DS4800 stores PACS images, tier 2 = N5200 archived images, tier 3 = 3584 offsite DR

Future plans - add Metro Mirror at remote stand alone data center

Win against EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6QR5ZF&appname=crmd>

Pepperdine University – US (Education)

Published 12-19-08

N3700-A10, (4) p5 570, (2) p5 550, TS3100 Express library, TS7510 Virtualization Engine, SAN, GLVM, AIX v5L, Linux

Win against EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7KLD7J&appname=crmd>

Petrobras – Argentina (Chemical & Petroleum) Published 12-15-08
 N3300, (20) HS21 NX Blades, (2) BladeCenter H Chassis, VMware V13.5, VMotion, DRS, Virtual Center 2.0, Virtual Desktop Manager 2, XP, Vista VDI infrastructure
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7LRPBG&appname=crmd>

Phase 2 International – US (Computer Services) Published 1-13-09
 N3600-A20 ISCSI, x3850 M2 running VMware, Windows 2003, Windows 2008
 Dell Displaced
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7M62FG&appname=crmd>

Queensborough National Bank & Trust – US (Banking) Published 6-30-06
 (2) N3700 A20, A10 – 5TB total, 3582, Metavante SW, GTS services
 primary = N3700, DR site = N3700 and 3582, datacenters are 50 miles apart
 Win against Dell, HPQ, STK, CDW
 Dell/EMC storage servers/redundant arrays replaced
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6NZSUY&appname=crmd>

Queensborough National Bank & Trust – US (case study) Published 6-30-06
 (Banking)
 (2) N3700 A20, A10 – 5TB total, 3582, Metavante SW, GTS services
 primary = N3700, DR site = N3700 and 3582, datacenters are 50 miles apart
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=JFTD-6R9NKR&appname=crmd>

Raiffeisenverbane Salzburg – Australia (Banking) Published 8-28-08
 (2) N5500-A20, (16) System x3850, VMWare v3.0, Windows, Linux, TSM, TSM Extended Edition, SAN switches (N5500s in two server rooms), GTS services
 Fujitsu Siemens Computers displaced
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7FPFFZ&appname=crmd>

Rungtsa College of Engineering & Technology – India (Education) Published 9-16-08
 N3700-A20, BladeCenter HS21 XM servers, SAN, Windows, SQL
 Win against HPQ
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7HUF78&appname=crmd>

Samsung Electronics – Korea (Electronics) Published 10-23-08
 N5500, TS3500, SAN, Power 550, AIX v5.3, IGF
 EMC win back
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7GLABR&appname=crmd>

Sanofi-aventis – US (Consumer Products, Life Sciences) Published 12-28-08
 N5200-S20, NFS file Sharing

EMC win back

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7BBPC4&appname=crmd>

SAS Research and Development, India Pvt. Ltd. – India Computer Services) Published 02-13-09

System p: System p5 550Q Express - AIX 5L Edition, System p: System p running AIX version 6.1, Storage: N3600, Storage: SAN Switches, PowerVM Enterprise Edition, Enabling Business Flexibility, Virtualization, Workload Management, Express, Optimizing IT

Competition: EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7NK7ZR&appname=crmd>

Scotmid – UK (Retail) Published 6-28-08

N5300, System x3850, 3583, TSM Extended Edition, VMWare, Windows, GTS-MTS services

Win against HPQ, NetApp

HPQ servers were replaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7FBENF&appname=crmd>

Scotmid – UK (case study) (Retail) Published 12-12-08

N5300, p510, (5) x3850 M2, TS3310, SAN, TSM, IGS, VMware, Linux, Windows, SQL,

Displaced 23 HP servers

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=DLAS-7M9PZ4&appname=crmd>

Servco Pacific Inc. – US (Insurance, Retail) Published 11-18-08

N3700 -A20, TS3310, x3650, CIFS, Windows, TSM v5.4, TSM for database v5.4, TSM for mail v5.4, Exchange, SQL, GTS

Most production servers housed in co-location facility, GTS provided Integrated Technology Services

NO competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7KW6DE&appname=crmd>

SGS – Switzerland (Professional Services) Published 4-7-08

(2) N5200 A20 – at two datacenters, Oracle RAC 10g

NO competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7CLDMS&appname=crmd>

SGS – Spain (Professional Services) Published 8-30-08

N5200-A20, System x3650, x3850, Windows, Oracle RAC Future plans- add LTO 3310 tape library and implement VMWare to consolidate System x servers.

Win against Network Appliance

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7FZEPT&appname=crmd>

IBM System Storage N series customer references

SIRIUS Satellite Radio – US (Media & Entertainment) Published 4-20-07
 (2) N5500 – 4TB total, N3700 - 2TB, (3) System x, Novell Suse Linux v5.1, Windows 2003, Profit Systems Automation, Cisco Catalyst 6509 switches, (2) Cisco Catalyst 4510 switches. Datacenters 80 miles apart
 Win against Dell, EMC, HPQ
 HPQ storage servers displaced
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-724N2R&appname=crmd>

SnowBall – Southwest Europe, Israel (Media & Entertainment) Published 4-25-09
 Storage: N6040, Storage: TS3580 Tape Drive, System x: System x3650, Tivoli Storage Manager, Business Continuity, Data Warehouse, Development & Technology Adoption, Infrastructure Simplification, Optimizing IT, Systems & Network Management
 Competition: Dell, EMC, HP, NetApp
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7QFNJU&appname=crmd>

Sofasa – Columbia (Automotive) Published 12-23-08
 N3700, i5 570, AIX, SAP, DB2, IGS Application Management Services
 Win against HPQ Financial Services
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7J4HUP&appname=crmd>

SPAR Gruppe Schweiz – Switzerland (Retail) Published 10-9-06
 N5200, (2) DS8100, (3) System p, (2) SAN switches, HACMP, TSM, AIX 5L v5.3, SAP, Sandbox, Vio, Libelle Shadow, GTS Services
 Win against HPQ
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6RVCK&appname=crmd>

Sparkasse Wittenberg – Germany (Banking) Published 12-13-06
 (2) N3700 – 2TB total, (14) BladeCenters, TSM, Citrix
 N3700 at primary and 2nd N3700 at DR site
 Win against Fujitsu, HPQ
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6UMBF5&appname=crmd>

Telefonica – Spain (Telecommunications) Published 11-18-08
 N5300, (2) BladeCenter HS21, (5) Blade JS22 Express, AIX, Linux Red Hat Win against EMC, STK
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7K7KZF&appname=crmd>

The Sports Authority, Inc. – US (Retail) Published 9-9-08
 N3700-A20
 NO competition
<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GNCS-7GVVJ4&appname=crmd>

IBM System Storage N series customer references

TymenNllgiprogaz – Russia (Computer Services) Published 6-28-08

Grid System - N5200, (8) System x3950, SAN, Red Hat Linux 4AS

Displaced HPQ, Sun

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-7DWGL7&appname=crmd>

Viessman IT Service GmbH – Germany – (case study) (Industrial Products) Published 6-19-08

N7600-A20, (24) DS8300, (35) POWER5, (4) POWER6, SVC, SAN, Oracle 10g, AIX 5.3, SAP ERP, WebSphere, Siemens, Eclipse, Windows, TSM, NDMP

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=STRD-7FRLKU&appname=crmd>

Vereinigte Postversicherung Versicherungsverein auf Gegenseitigkeit – Germany (Insurance) Published 1-24-08

N5200 Gateway, DS8000, SnapLock, MetroCluster

Win against EMC, Hitachi, Network Appliance

(2) Network Appliance filers were replaced

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-78ZARE&appname=crmd>

Vision Australia – Australia (Healthcare, Life Sciences) Published 10-22-07

N5200 G10 Gateway, DS4800, 3584, TSM, services and training

NO competición

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-77PQ53&appname=crmd>

Vision Australia – Australia (case study) (Healthcare, Life Sciences)

N5200 G10 Gateway, DS4800, 3584, TSM, services and training

Published 3-26-08

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=LPCM-7D4PW2&appname=crmd>

Zappos.com – US (case study) (Consumer Products) Published 11-30-07

N5500 G10 Gateway, DS8300-25TB, (2) BladeCenter H (chassis) running Linux O/S, BladeCetners boot from centralized storage via iSCSI

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=DLAS-79FPSR&appname=crmd>

Zappos.com – US (case study) (Consumer Products) Published 10-3-08

N5500 G10, N5500 G20, DS8300, p570, (2) BladeCenter H (chassis), Linux, Apache Geronimo, WebSphere MQ, MySQL

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=RF&subtype=CS&htmlfid=ARBN-7JZLCT&appname=crmd>

Indiana University (Education) Published 21-09-06

IBM System Storage N series customer references

BladeCenter: BladeCenter H Chassis, BladeCenter JS21, BladeCenter running Linux – SUSE Clusters: System Cluster 1350, System Cluster running Linux – SUSE System p: System p: System p5 505 Express - OpenPower Edition, System p: System p running AIX version 5.3, System p: System p running Linux - SUSE Storage - Disk: Storage: DS4800, Storage - Network Attached Storage (NAS): Storage: N5000 Storage - Tape and Optical: Storage: 3592 Enterprise Tape Drive/WORM

All Tier 1 Hewlett-Packard/Compaq vendors competed with IBM for this business.

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6R9P6W&appname=crmd>

Iron Mountain (Professional Services) Published 19-12-06

Storage - Network Attached Storage (NAS): Storage: N5000

EMC, Network Appliances, SUN Microsystems

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6W2RXR&appname=crmd>

LHS Telekom GmbH & Co. KG (Computer Services) Published 22-02-07

Storage - Disk: Storage: DS4800, Storage - Network Attached Storage (NAS): Storage: N5000 Gateway
EMC, Hitachi, HP

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6YCGLK&appname=crmd>

Memorial Hospital and Health System (Healthcare) Published 18-07-06

Storage - Disk: Storage: DS4800, Storage - Network Attached Storage (NAS): Storage: N5000
EMC

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6QR5ZF&appname=crmd>

Queensborough National Bank & Trust Company (Banking)

Published 09-05-06

Storage - Network Attached Storage (NAS): Storage: N3700, Storage - Tape and Optical: Storage: 3582
Tape Library

Dell, HP, STK, CDW

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6NZSUY&appname=crmd>

SIRIUS Satellite Radio (Media & Entertainment) Published 20-04-07

Storage - Network Attached Storage (NAS): Storage: N3700, Storage: N5000

Dell, EMC, HP

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-724N2R&appname=crmd>

SPAR Gruppe Schweiz (Retail) Published 09-10-06

System p: System p: eServer p5 570, System p: System p5 505 Express - AIX 5L Edition, System p: System p running AIX version 5.3, Storage - Disk: Storage: DS8100, Storage - Network Attached Storage (NAS): Storage: N5000, Storage - Storage Area Network (SAN): Storage: SAN Switches,

Services: IBM Global Technology Services - Integrated Technology Services: GTS ITS Server: Server Optimization & Integration Services, GTS ITS Server: Server Product Services for Power Systems p & i, GTS ITS Storage & Data: Storage & Data Product, GTS ITS Storage & Data: Storage Opt. & Integration Solutions: ISV/Alliance Partners: mySAP ERP, IBM Global Financing: IGF: IT Financing (incl HW SW Services)

IBM System Storage N series customer references

No competition

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6RVCK&appname=crmd>

Sparkasse Wittenberg (Banking) Published 13-12-06

BladeCenter: BladeCenter E Chassis, BladeCenter LS20, BladeCenter running Windows, Storage - Network Attached Storage (NAS): Storage: N3700, Tivoli Storage Management: Tivoli Storage Manager, Tivoli Storage Manager for Mail

Fujitsu, HP

<http://w3-01.ibm.com/sales/ssi/cgi-bin/ssialias?infotype=CR&subtype=NA&htmlfid=0GLOS-6UMBF5&appname=crmd>
