



**Satellite, Broadcast & Broadband
Networks Powered with Storage
Area Networks**

***LSI Logic Storage Systems, Inc.
Greg Reitman, World-wide, Product
Marketing, Entertainment & Digital Media***

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The Communications Company™

Agenda



- **LSI Logic Overview**
- **Entertainment & Media Market Business Challenges**
- **Enterprise Storage Demands**
- **Broadcast Services Architecture**
- **Satellite, Broadcast, Broadband Networks: Content over the Edge**
- **What is the SAN? Performance.....**
- **Enterprise Storage Architecture**
- **SAN Infrastructure: Platforms, Switches, HBA**
- **Business Impact: Storage Consolidation and Hot Scale Technology**
- **Customer Testimonials**
- **Conclusion**

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LSI Logic Inc. Semiconductors to Fibre Channel Storage

Telephones
Voice Over IP



Digital
Cameras



Data Servers



Video
Games



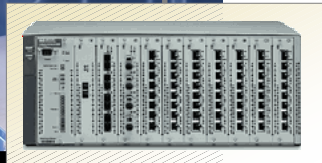
PDA's



Workstations



Internet



LANs
WANs
Routers
Hubs
Switches



Digital Copiers



Scanners



DVD



Storage
Systems



PCs



Internet Browsers



Set-Top Decoders

Entertainment & Media Market Business Challenges

INTERNET

Managing Growth/Complexity

Ability to adapt rapidly to changing business conditions within the broadcast environments

Business Intelligence

Information access, data availability at all times with no barriers to access

Containing Costs

Lower total cost of ownership and investment protection

Increasing Productivity

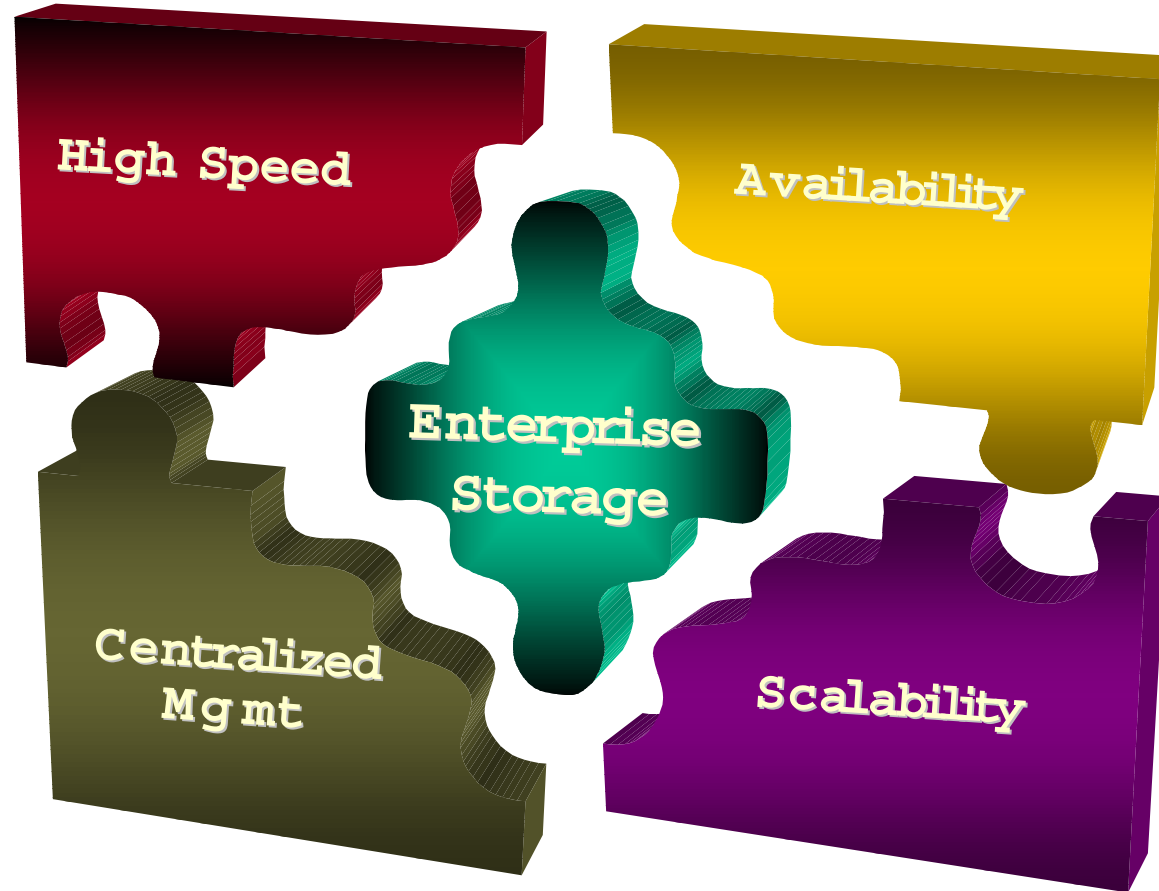
Speed of access must keep pace with ever accelerating and new technological demands on the enterprise

Mission Critical Computing

Service Level Agreements
24 X 7 X 365



Enterprise Storage Demands within the Broadcast/Network Operations Center

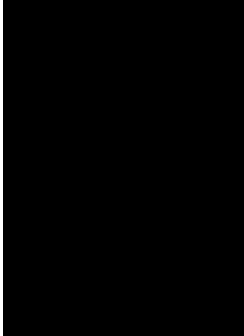
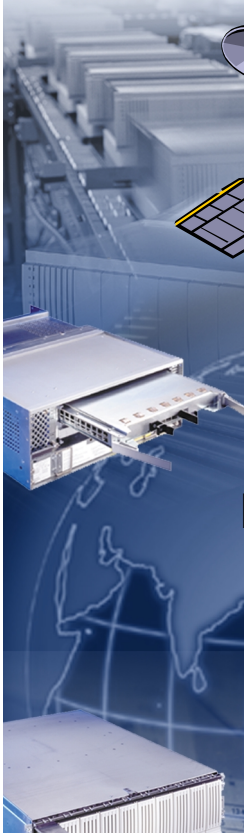
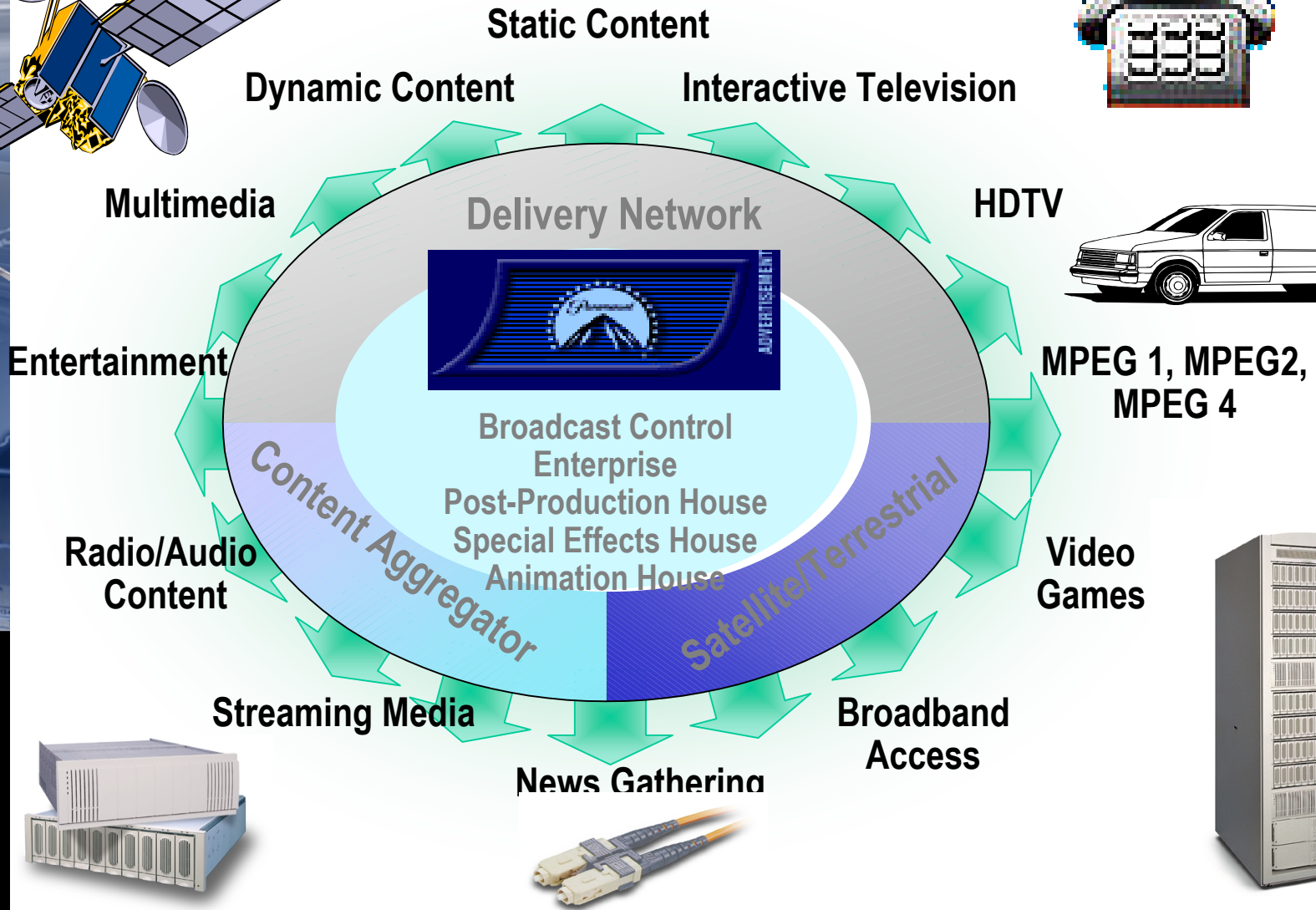
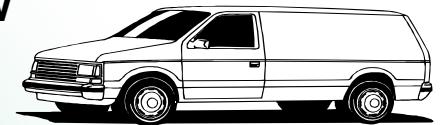
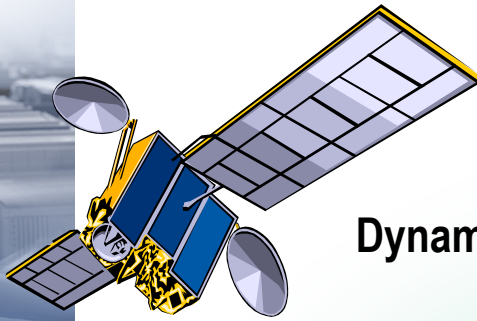


**Open Storage Management
Strategy**

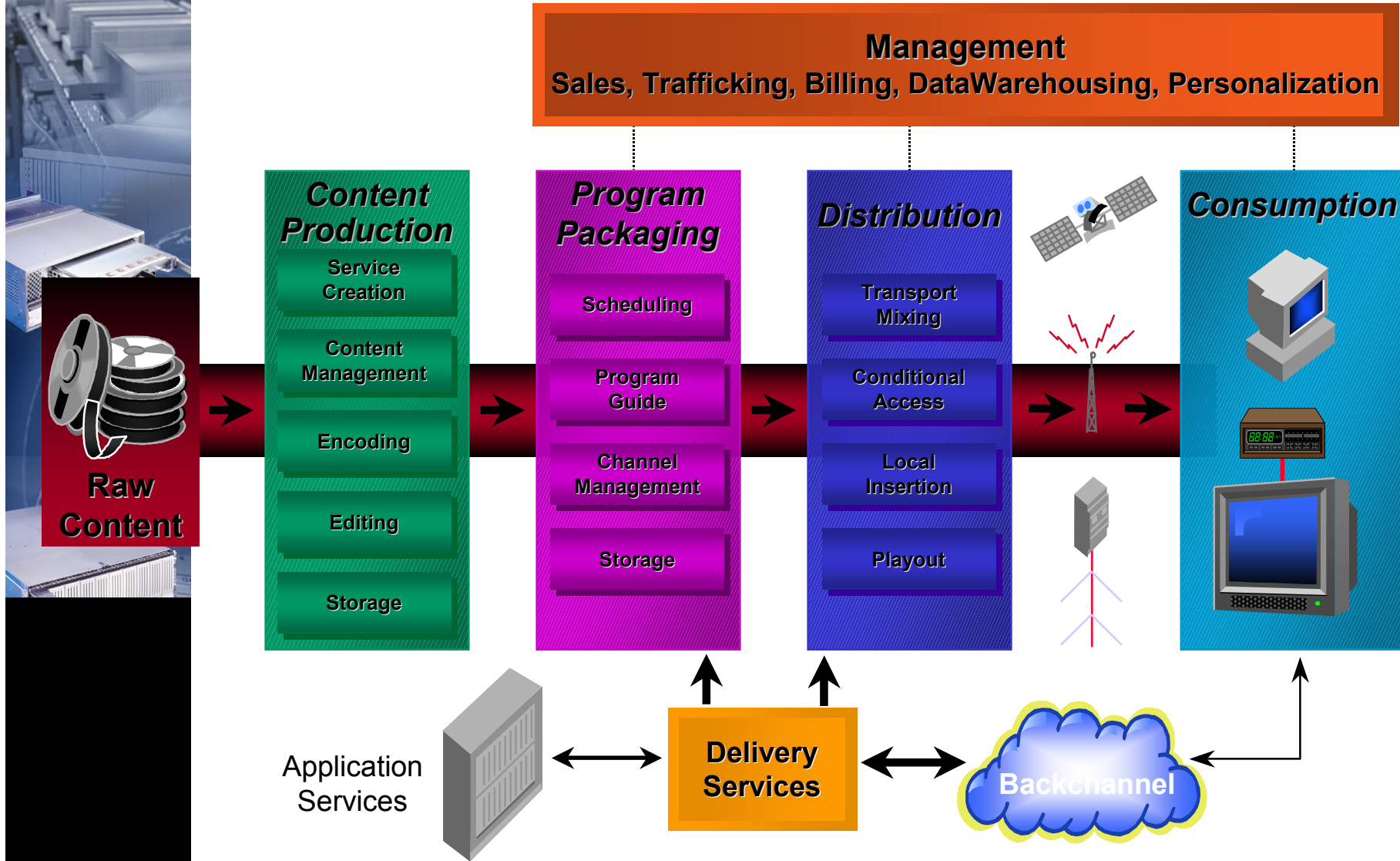
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CONTENT delivered to "THE EDGE" via SATELLITE, BROADCAST OR BROADBAND SERVICE PROVIDERS



Enterprise Storage Broadcast/Network Services Architecture



Applications Running in a Broadcast Environment

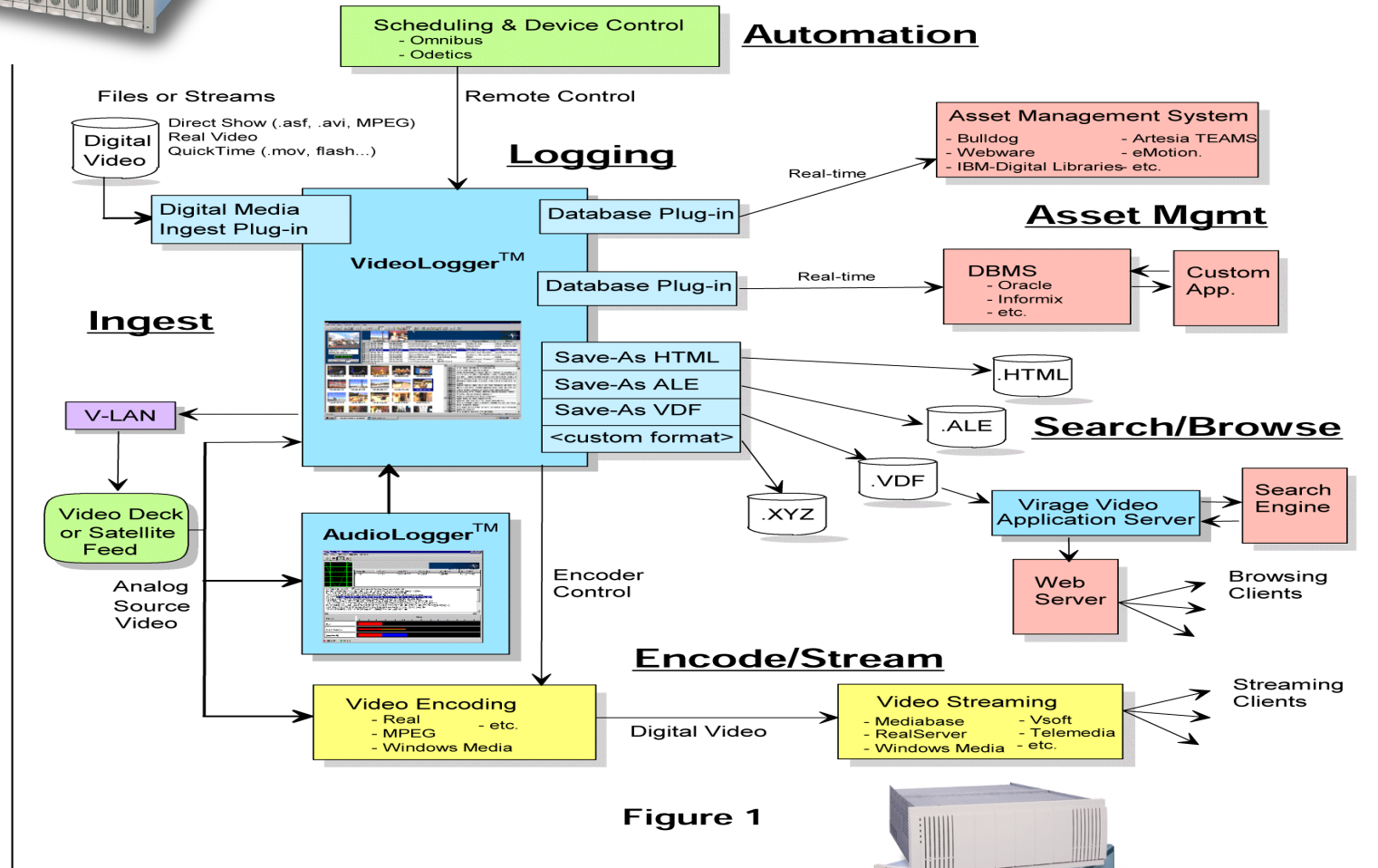
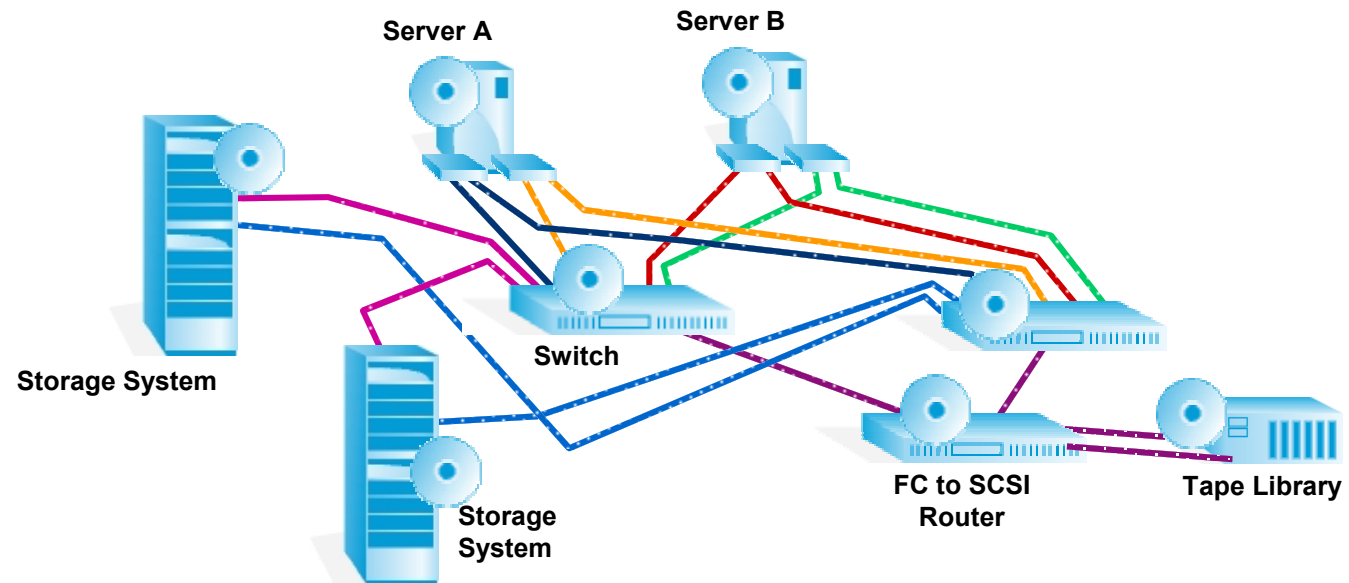


Figure 1

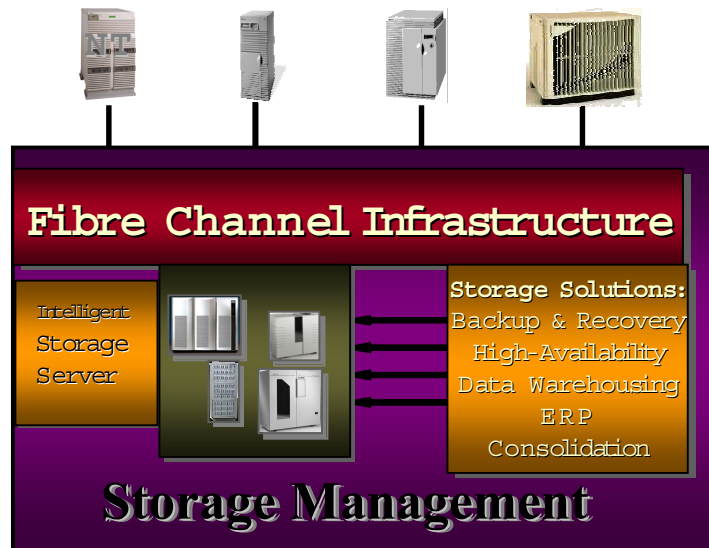


What is a Storage Area Network (SAN)?

- A SAN is a dedicated network connecting storage devices and computers
 - ◆ All data and control information is transferred between computing elements and storage devices over the high speed SAN infrastructure
 - ◆ Storage devices communicate with each other to accomplish storage-related tasks



Enterprise Storage Architecture



Storage Area Networks

Fibre Channel Infrastructure

Storage Hardware Devices

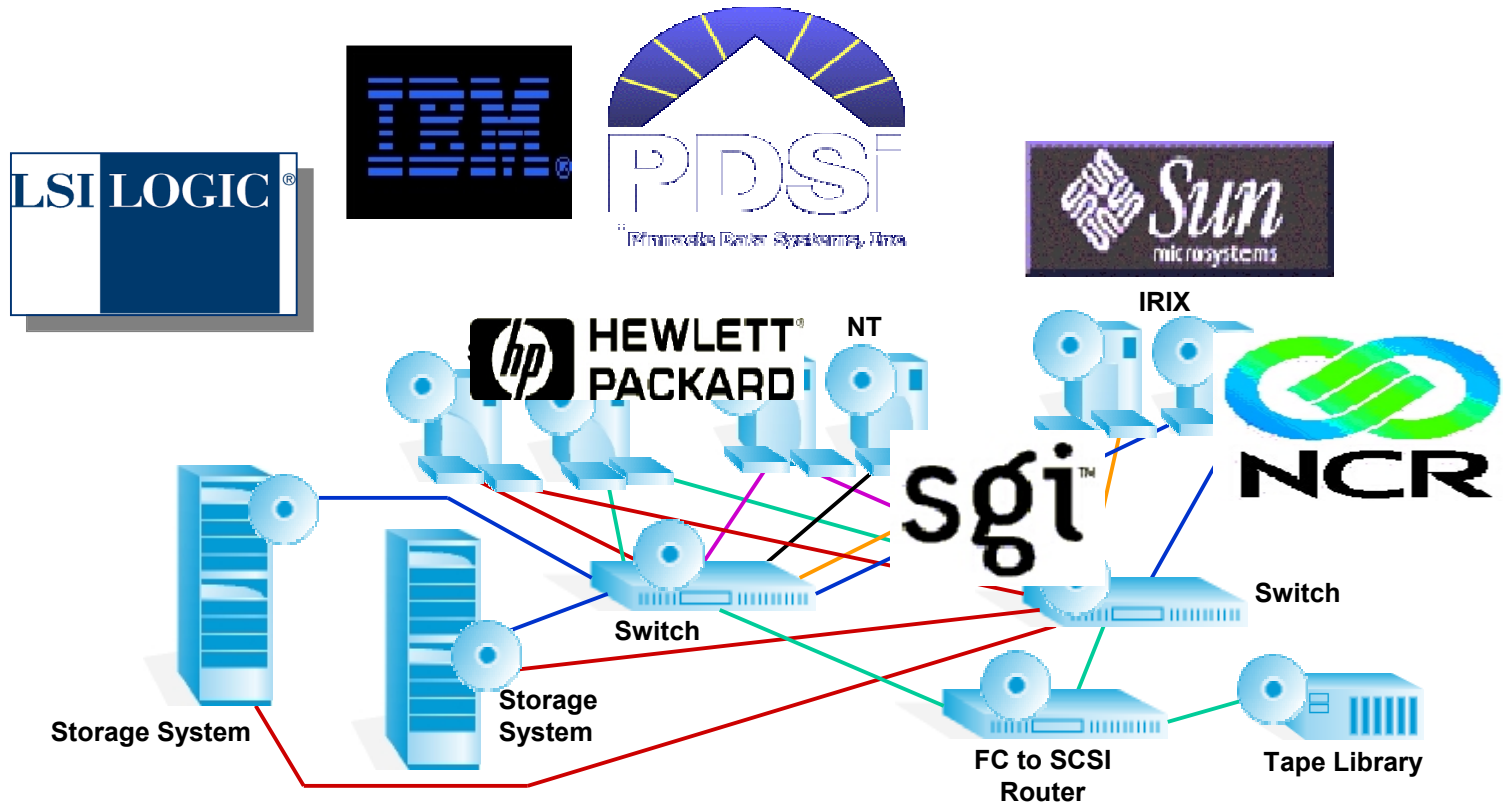
Storage Management

Storage Sales & Service Support

SAN Hardware Servers

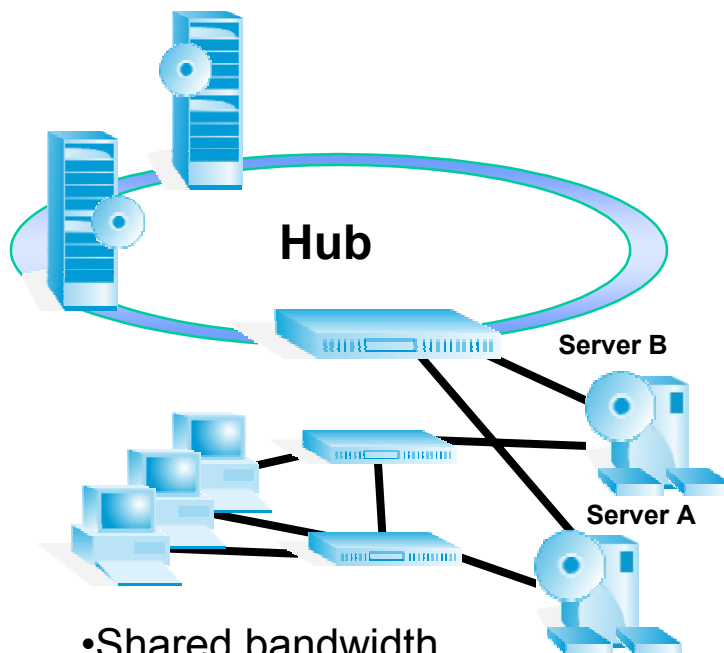
● Video Server Platforms

- HBA must be available for all major and min-major platforms
- SNIA, jointly develop, test and market and service new technologies
- provide quick time to market solutions
 - NT, SGI/IRIX, Sun/Solaris, Apple/Mac and others

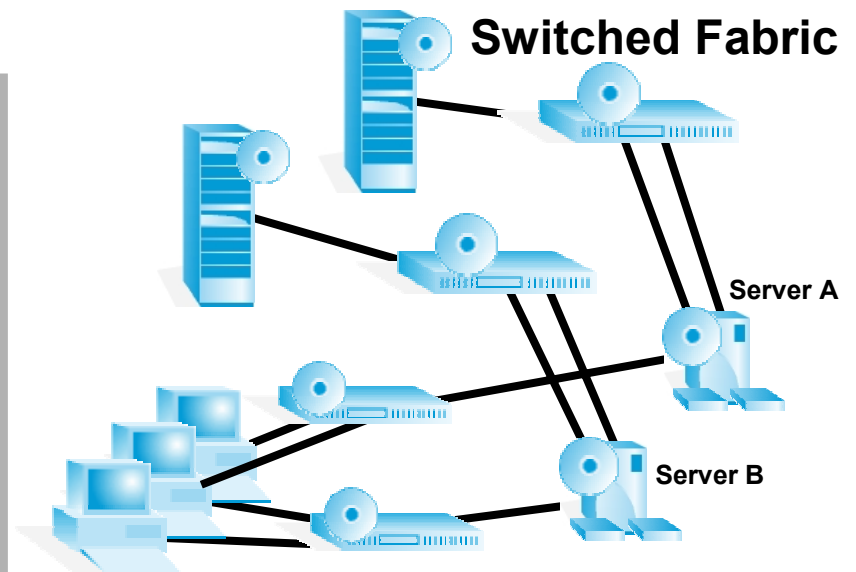


SAN Infrastructure

- Hubs and switches provide the any-to-any connections between computing elements and storage devices
 - ◆ Many choices in cost, performance, extensibility, availability and management



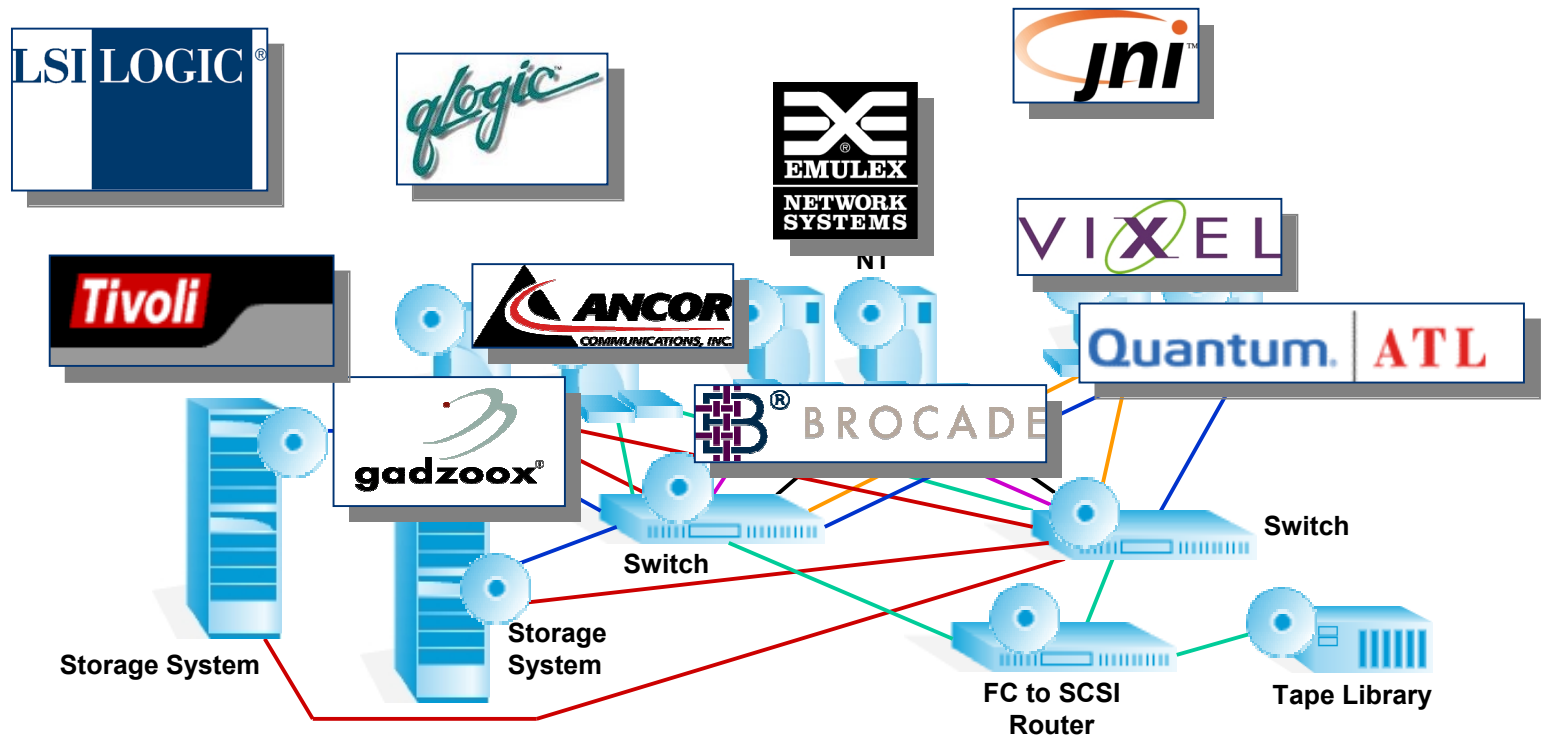
- Shared bandwidth
 - Lower cost
- Emulex, Gadzoox, Vixel



- Full bandwidth for all connections
 - Higher cost
 - Scalable
- Brocade, Ancor, Gadzoox, McData, Vixel

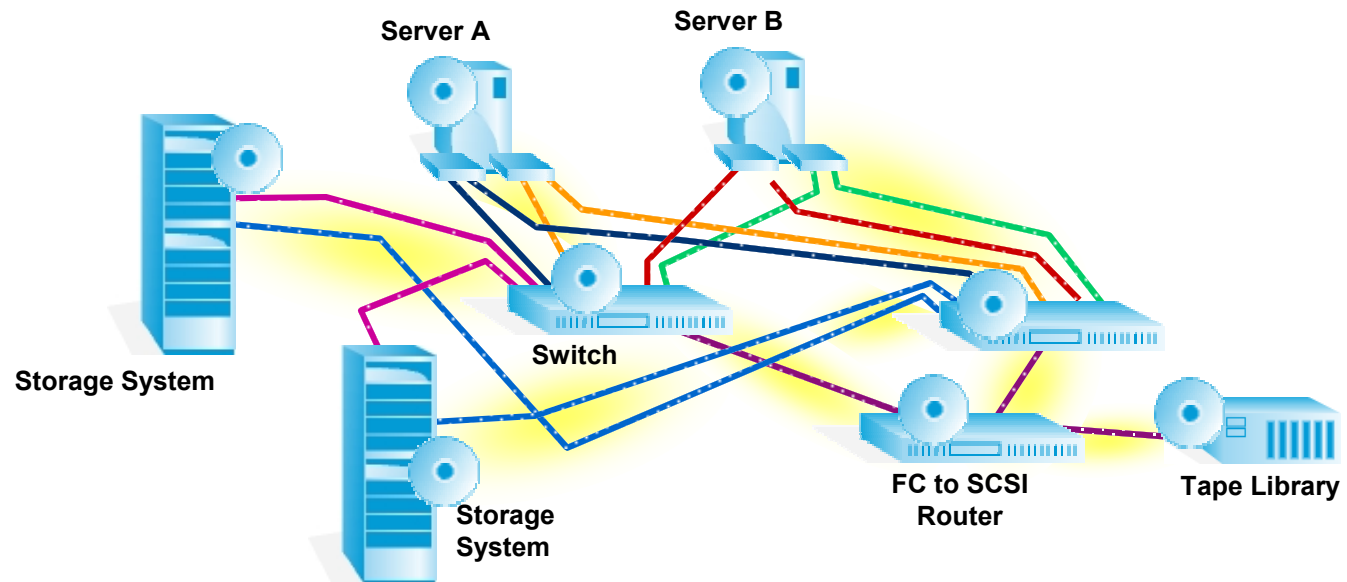
SAN Hardware Devices

- **Fibre Channel Host Bus Adapters**
- Not all adapters available for all platforms
- Widely available for many popular platforms
 - NT, SGI/IRIX, Sun/Solaris, Apple/Mac and others
 - LSI Logic, Qlogic, Emulex, Prisa, JNI, Agilent



Fibre Channel Infrastructure

- **Fibre Channel Data Transfer Rates**
 - ◆ 1 Gigabit/sec. transfer rate
 - 2 Gigabit/sec. Prototype Technology
 - ◆ Up to 100KM point-to-point distances possible over IP
 - Optical media characteristics
 - Single-mode LWL to 10KM
 - Multi-mode SWL to 500M
 - DWDM Fibre Transport -Metropolitan Area Networks



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Storage Area Networks Studio to Post-Production

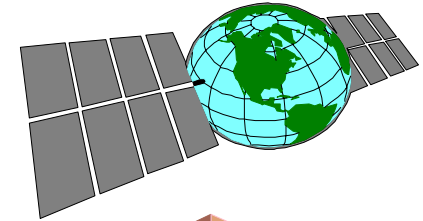
Information Core

High Speed Connectivity

Studio, Metro, & Post-Production

Remote Mirroring &
Failover

Serverless Backup &
Investment Protection

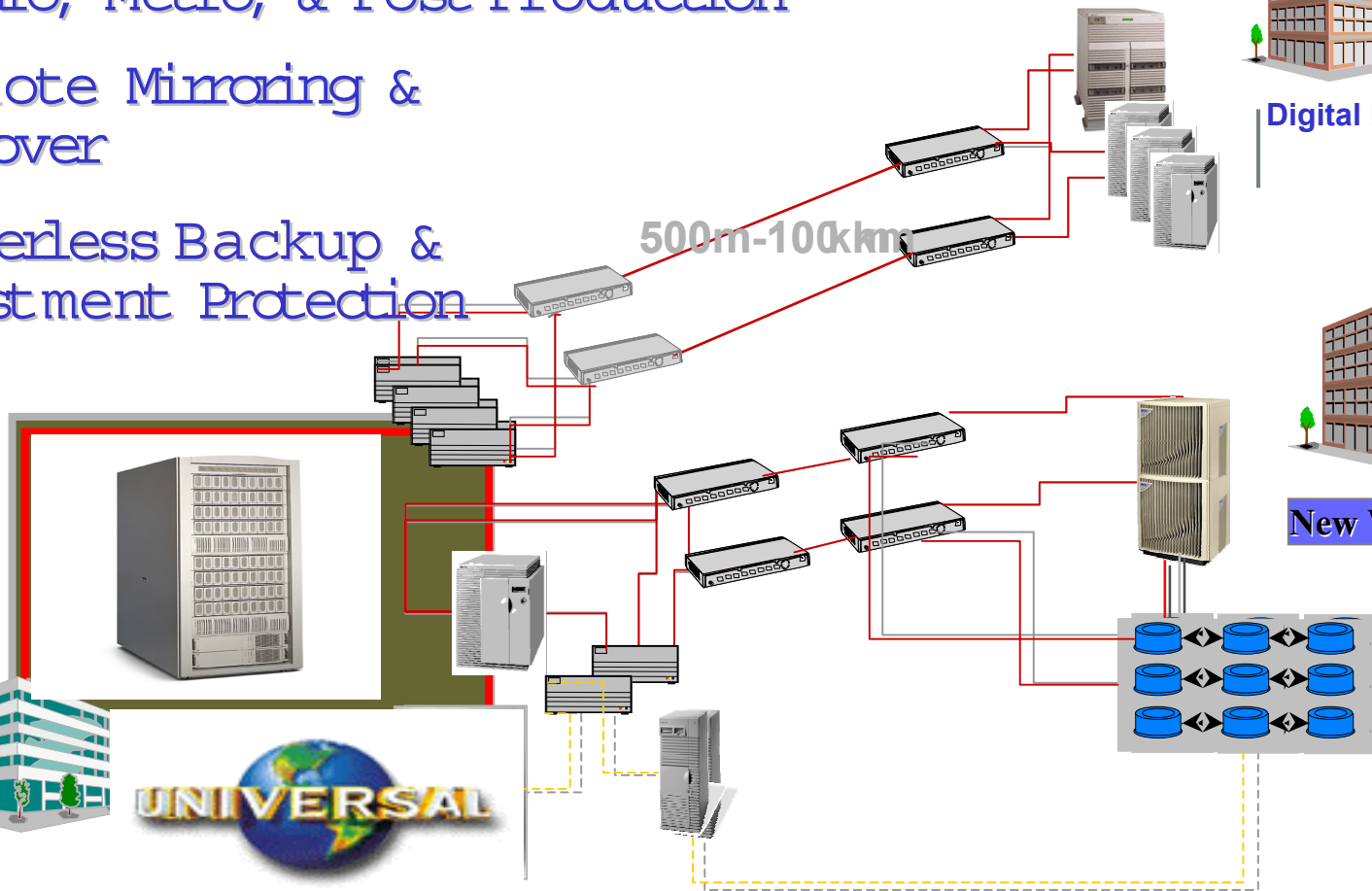


Digital Domain



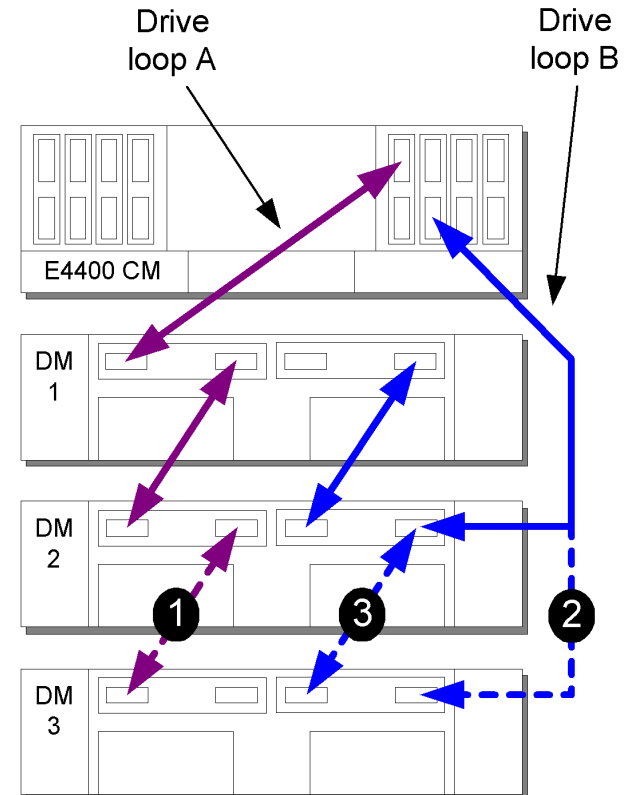
New Wave Entertain

500m-100km



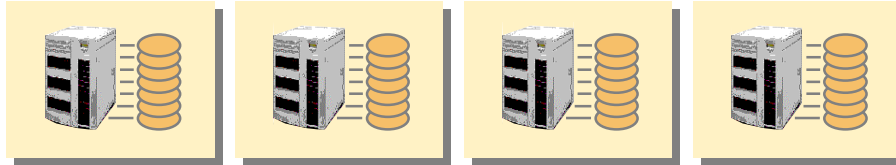
E4400's HotScale Keeps Data Available

- **HotScale technology maintains Fibre loop integrity when components are added or removed**
- **HotScale host-side components with no system downtime**
 - ◆ Servers can be connected or re-deployed
 - ◆ SANs can be reconfigured
 - ◆ Existing host-side components (servers, switches, hubs) unaffected
- **HotScale drive modules with no interruption to data access**
 - ◆ Scale capacity as demands grow
 - ◆ Re-deploy capacity as requirements change



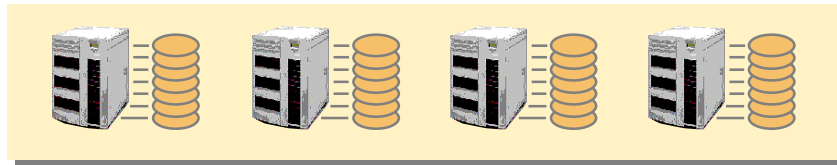
Storage Consolidation

Decentralized



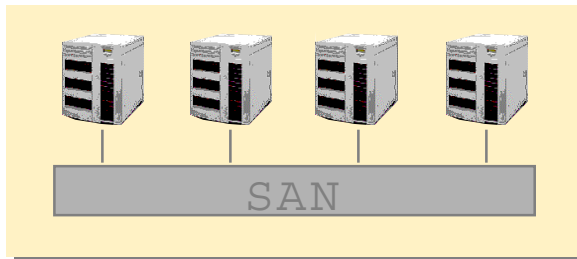
100 GB per manager
Management costs = 55% of storage budget

Co-located – Server Dependent



200 GB per manager
Management costs = 35% of storage budget

Consolidated Storage



750 GB per manager
Management costs = 15% of storage budget

40%
REDUCTION

Streaming Audio & Video Content *Digital Island*

- **Business challenge**
 - ◆ Access to audio and video assets of Digital Island onto the web in multiple B to B and B to C Businesses
 - ◆ Maintain control, quality, and visibility over their assets and integrate leading edge technology
- **Solution**
 - ◆ Dell Power Edge 1300 Servers WIN 2000
 - ◆ Storage capacity: LSI Logic Storage E4400 2.0TB
- **Enterprise Storage Impact:**
 - ◆ Faster accessibility to their assets increased productivity
 - ◆ Better performance time, better customer satisfaction allowing them to maintain market share

Storage Consolidation: MTV Networks

● **Business Challenge**

- ◆ Storage Consolidation with Animated Television Shows
- ◆ Business Continuance with increased performance with a fair total cost of ownership
- ◆ Manage their own network environment

● **Solution**

- ◆ 1 E2400 Enterprise Storage Systems
- ◆ Advanced Intelligence Tape (AIT) Library

● **Business Impact**

- ◆ Cost savings across the enterprise
- ◆ 18 Editing Workstations (AVID) consolidated to one storage subsystems
- ◆ Increased productivity with less resources



Business Continuance: *Digital Domain*

- **Business Challenge**

- C/S system availability and performance intensive
- C/S system 24/7
- I/O intensive
- Slow rich media file rendering

- **Solution**

- Sun Servers, SGI Servers, LSI E4400
- Storage capacity 4.0 TB

- **Business Impact**

- 35% - 70% improved performance
- Improved productivity and accessibility for 400 special effects artists

no downtime 24/7 365 days a year

Bottom Line

- **Business Efficiency**

- ◆ Reliable, First in Class partnerships
- ◆ Adaptive Architecture: Open SAN vs. Proprietary SAN
- ◆ No Vendor Lock limits choice and pricing, assures best of breed components and pricing
- ◆ Business & Storage

- **Increase Revenue Stream**

- ◆ Uptime/Availability
- ◆ Business Continuance

- **Cost Reduction**

- ◆ Operational Support-end to end interoperability certified?
 - Applications and infrastructure
- ◆ Cost Of Ownership
- ◆ Investment Protection

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LSI Logic Storage Systems Delivering Solutions



**Drive To Success
with LSI Storage!**