



TCO Considerations

Plasmon vs. EMC Centera

In general, Plasmon based solutions are more cost effective to implement and maintain than EMC Centera based solutions. These cost savings come primarily from underlying architectures of the two product sets. Plasmon solutions make extensive use of UDO optical media for long-term storage. UDO is a significantly more cost effective for long-term archive requirements than disk.

When considering the differences in the TCO of Plasmon and EMC solutions, the following are key items:

1. *Technology Refresh* – UDO based solutions have a significantly longer life span than disk systems. Typically, disk systems need to be replaced every three to four years – they simply wear out. UDO systems can stay in place for decades, when the data is formatted and placed correctly. The required replacement cycles of disk significantly add to the TCO.
2. *Optical is Cheaper* – UDO optical devices are generally cheaper per gigabyte than disk solutions. Coupled with the shorter life span of disk, the TCO of disk can grow significantly over time.
3. *Replication is Expensive* – Any form of offsite replication with Centera requires the purchase of a second Centera system. Plasmon solutions allow you to easily create a second copy of UDO media to ship off-site. Over the long-term, Plasmon provides a significantly better TCO when off-site protection is required.
4. *Environmental* – Disk system inherently use more power than optical media. Over the life of an archive, the power consumption of Centera disk systems will be materially higher than Plasmon solutions. You will need to decide if you archives require this higher level of power consumption.
5. *Scale* – Plasmon solutions scale in small increments allowing you to purchase the right amount of capacity for your needs. Centera systems require very large purchases of capacity based on their architecture. This will cause you to purchase more capacity than you immediately need, resulting in potential large amounts of unused capacity.

As you evaluate your purchase of archive systems, please keep the above factors in mind when considering the overall cost of ownership. If you need help further understanding the TCO consideration involved in a Plasmon or Centera purchase, please feel free to contact your Sales representative.



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