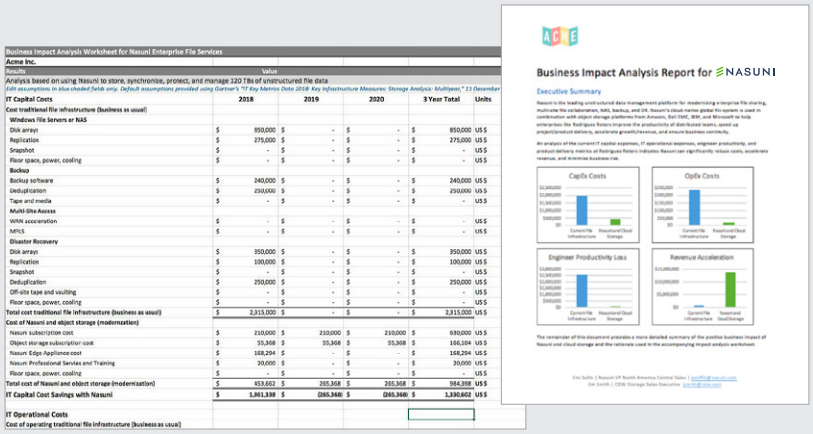
NASUNI

Data sheet

Nasuni business value assessment

Understand your current file infrastructure costs and the Nasuni impact



Business Impact Analysis Worksheet for Nasuni Enterprise File Services

Acme Inc.

Results	Value
Analysis based on using Nasuni to store, synchronize, protect, and manage 220 TBs of unstructured file data	

Edit assumptions in blue-shaded fields only. Default assumptions provided using Gartner's "IT Key Metrics Data 2018: Key Infrastructure Measures: Storage Analysis: Multiyear," 11 December

IT Capital Costs	2018	2019	2020	3 Year Total	Units
Cost traditional file infrastructure (business as usual)					
Windows File Servers or NAS					
Disk arrays	$ 850,000	$ -	$ -	$ 850,000	US $
Replication	$ 275,000	$ -	$ -	$ 275,000	US $
Snapshot	$ -	$ -	$ -	$ -	US $
Floor space, power, cooling	$ -	$ -	$ -	$ -	US $
Backup					
Backup software	$ 240,000	$ -	$ -	$ 240,000	US $
Deduplication	$ 250,000	$ -	$ -	$ 250,000	US $
Tape and media	$ -	$ -	$ -	$ -	US $
Multi-Site Access					
WAN acceleration	$ -	$ -	$ -	$ -	US $
MPLS	$ -	$ -	$ -	$ -	US $
Disaster Recovery					
Disk arrays	$ 350,000	$ -	$ -	$ 350,000	US $
Replication	$ 100,000	$ -	$ -	$ 100,000	US $
Snapshot	$ -	$ -	$ -	$ -	US $
Deduplication	$ 250,000	$ -	$ -	$ 250,000	US $
Off-site tape and vaulting	$ -	$ -	$ -	$ -	US $
Floor space, power, cooling	$ -	$ -	$ -	$ -	US $
Total cost traditional file infrastructure (business as usual)	$ 2,315,000	$ -	$ -	$ 2,315,000	US $
Cost of Nasuni and object storage (modernization)					
Nasuni subscription cost	$ 210,000	$ 210,000	$ 210,000	$ 630,000	US $
Object storage subscription cost	$ 55,368	$ 55,368	$ 55,368	$ 166,104	US $
Nasuni Edge Appliance cost	$ 168,294	$ -	$ -	$ 168,294	US $
Nasuni Professional Services and Training	$ 20,000	$ -	$ -	$ 20,000	US $
Floor space, power, cooling	$ -	$ -	$ -	$ -	US $
Total cost of Nasuni and object storage (modernization)	$ 453,662	$ 265,368	$ 265,368	$ 984,398	US $
IT Capital Cost Savings with Nasuni	$ 1,861,338	$ (265,368)	$ (265,368)	$ 1,330,602	US $
IT Operational Costs					
Cost of operating traditional file infrastructure (business as usual)					

ACME

Business Impact Analysis Report for NASUNI

Executive Summary

CapEx Costs

OpEx Costs

Engineer Productivity Loss

Revenue Acceleration

A spreadsheet (left) calculating your costs is provided with the assessment. All formulas are built with names and comments, so you can understand the logic and adjust the assumptions to accurately reflect your business.

An accompanying impact analysis report (right) summarizes the key findings for your executives.

Overview

The Nasuni Business Value Assessment is a complimentary service for enterprises that want to understand the cost savings and benefits that can be achieved by refreshing traditional file infrastructure with a modern cloud file services platform backed by public or private cloud object storage.

The output of the assessment is an impact analysis report showing the projected cost savings and business value along with a detailed spreadsheet that IT and line of business managers can customize to further refine assumptions and costs.

Methodology

The assessment is based on a model made popular by Alinean, a consulting company started by former Gartner analysts to help IT professionals quantify the business value of transformational IT products and services. It compares the current state – business as usual – against the projected state – modernization with the new solution – in various categories to show the cost differences and expected savings.

What's included

The Nasuni business value assessment includes:

- Default assumptions based on Gartner research and a rollup of previously completed assessments
- IT stakeholder interview to collect capital and operational costs of current file infrastructure
- Business stakeholder interview to assess productivity and revenue impact of current file infrastructure
- Microsoft Excel spreadsheet that compares the current state (business as usual) to the proposed state (modernization with Nasuni and object storage)
- Microsoft Word executive summary document detailing the results

The Nasuni Business Value Assessment uses an assumptions section prepopulated with data from Gartner research, previously completed assessments, and interviews with IT and business managers to automatically calculate ROI and business value in 4 categories:

- **IT capital costs.** Compares the cost of traditional file infrastructure – production file storage (Windows file servers, NAS, snapshot, replication), disaster recovery file storage, backup, and multi-site access (MPLS, WAN acceleration) – to the costs of Nasuni and cloud storage.
- **IT operational costs.** Compares the IT time and resources required to operate traditional file infrastructure – managing file servers, volumes, and shares; managing backup and replication; responding to out-of-space requests from users; configuring and managing WAN acceleration and remote access tools; upgrading and migrating data to new file servers; restoring files from backups to meet recovery demands; configuring and testing DR sites – to the operational costs of Nasuni and cloud storage.
- **Business productivity and revenue.** Compares the cost of workforce inefficiencies and revenue impact with traditional file infrastructure – file server out-of-space issues; file recovery wait times; file transfer delays; file sync wait times; data loss from ransomware and malware attacks; long file open times; file server downtime; and more – to the new state with Nasuni and cloud storage.
- **Business continuity.** Compares the risk to business continuity with traditional file infrastructure – lost worker productivity and revenue due to a minor incident at a single site or a major incident affecting all sites – to the risk with Nasuni and cloud storage.

Scheduling your assessment

All that's needed to ensure an accurate assessment are two short interviews, one with an IT professional who has a strong knowledge of the current file infrastructure and its costs, and one with a line of business manager who has a good understanding of how unstructured data impacts the business.

Assessment details

Process	Deliverables
30-minute interview with IT stakeholder	Impact analysis spreadsheet (Excel)
30-minute interview with business stakeholder	Impact analysis summary report (Word)

NASUNI

sales@nasuni.com
+1.857.444.8500

nasuni.com

Nasuni is a scalable data platform for enterprises facing an explosion of unstructured data in an AI world, eliminating the choice between expensive tinkering or an overwhelming transformation of your entire data infrastructure.

The Nasuni File Data Platform delivers effortless scale in hybrid cloud environments, enables control at the network edge, and meets the modern enterprise expectation for protected, insight- and AI-ready data. It simplifies file data management while increasing access and performance.

Consolidate data, cut costs, and empower users – all while transforming your data from obstacle into opportunity.