IBM Storage Assurance Perpetual Model

Transform your storage ownership experience

Highlights

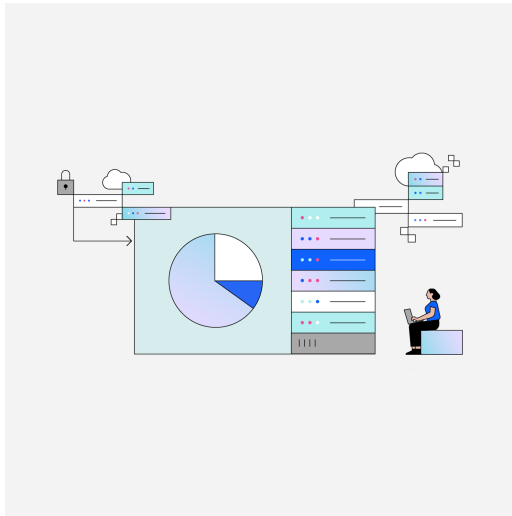Enables budget certainty with transparent flat and fair pricing

Secures access to the latest innovations in technology

Enhances operational agility and flexibility

Unleashes continuous innovation with a future-ready all-flash platform

In today's digital environment, continuous innovation is crucial for the success of any business. Modernizing your IT infrastructure is key to driving innovation, improving customer experiences, boosting reliability and resilience, and staying competitive. Organizations are embracing flexible pricing models and are increasingly investing in modern technologies and services that optimize for stronger value over time.

Improve operational agility and transform and simplify your storage ownership experience. IBM's Storage Assurance perpetual model provides lifetime access to IBM FlashSystem hardware and software innovations with purchasing power that protects your investment from day one. Unlike traditional vendors with complex storage solutions and ownership programs fraught with hidden fees, one-off part replacements, confusing requirements, and complicated remediation tactics, IBM's Storage Assurance perpetual model provides all-inclusive software upgrades, full-system automatic hardware refreshes, SLA-based workload performance guarantees, premium support, and guaranteed non-disruptive migrations with transparent and flat pricing aligned with flexible contract terms.

Enables budget certainty with transparent flat and fair pricing
Plan your storage needs with confidence from day one. Enjoy flat and fair rates on a 4- or 8-year contract that are paid upfront, annually, quarterly, or monthly. Get peace of mind with a contract that includes premium-level ExpertCare support, all-inclusive software licensing, and future full-system automatic hardware refreshes around these service-level agreements (SLAs):

– Refresh if the system isn't meeting your performance[1] or energy efficiency needs
– Refresh if your system is no longer compatible with the latest SW release or if your system has reached its end-of-support (EOS) date.
– Refresh if your system cannot add more capacity.
– Refresh at least once during an 8-year contract.

Secures access to the latest innovations in technology
Organizations can access IBM FlashSystem storage technology with enterprise-class features for superior performance, high availability, data resilience and scalability.

Gain access to all-inclusive software array and monitoring features at the time of purchase and in the future as they become available, guaranteed. Including IBM FlashSystem's advanced data resilience capabilities and the IBM FlashSystem Cyber Recovery Guarantee[2] to ensure your business resilience, as well as the unique FlashCore Module 4 technology that is designed to detect anomalies like ransomware in less than a minute to proactively protect your most crucial data[1].

In addition, you can maximize storage efficiency with AI-powered predictive analytics, AI-based data placement, automation, and third-party storage systems virtualization.

Enhances operational agility and flexibility
IBM's Storage Assurance perpetual model enables you to instantly access all the capacity that you need with the flexibility to grow as your business requirements change.

Keep your technology up-to-date without disruptions. Eliminate modernization complexity and improve management efficiency across hybrid cloud environments. All hardware upgrades are covered under a non-disruptive data migration guarantee included in this program. Upgrade and trade in your current system at any point in the contract, for an additional fee, and receive built-in trade-in credit if you desire an upgrade but all agreed upon guarantees are being met by your current system. Obtain all-inclusive full-system hardware refreshes, instead of replacing one part at a time, if your current device cannot upgrade to the latest software, cannot add more capacity, is end of support, or does not meet your performance needs[2].

Unleashes continuous innovation with a future-ready all-flash platform
The IBM's Storage Assurance perpetual model is available now for IBM FlashSystem 5300, FlashSystem 7300 and FlashSystem 9500 as well as their all-flash expansions.

IBM FlashSystem is a powerful primary data storage platform for the modern enterprise: simple, smart, and secure. The IBM FlashSystem portfolio offers a wide range of enterprise-grade storage services that address the ever-growing needs of all-size businesses, fit into existing budgets, and ensure data is ready when it is needed. This portfolio is capable of handling the simplest to most complex workloads you have, thereby allowing you to easily optimize, accelerate, and consolidate your data and workloads on-premises, across clouds, and anywhere in between.

The portfolio includes key data efficiency features like compression, thin provisioning, AI-augmented data tiering, and data encryption, all through a user-friendly interface. Organizations can consistently protect their business with real-time and hardware-assisted encryption, multi-factor authentication, inline data corruption detection, ransomware detection, and various replication capabilities that headline a host of leading data management features available on every IBM FlashSystem.

IBM Storage Assurance – Perpetual Model Feature Overview

Feature	Description	Included
Software upgrades	Get full access to all-inclusive array and monitoring features at the time of purchase and in the future as they become available	✓
Hardware upgrades	Experience all-inclusive full-system hardware refreshes if your current device cannot upgrade to the latest software, cannot add more capacity, is end of support, or does not meet your performance needs[1].	✓
Premium Support	Premium-level ExpertCare	✓
	Predictive analytics support, capacity planning, monitoring and reporting with IBM Storage Insights Pro entitlement.	✓
Guarantees	Non-disruptive system-to-system migrations guarantee	✓
	Price protection guarantee	✓
	Workload performance guarantee[2]	✓
	End of service guarantee	✓
	Energy efficiency guarantee	✓
	Eight-year contract full-system guarantee	✓
	Terminal code level guarantee	✓
	Capacity upgrade eligibility guarantee	✓

Solution brief

Conclusion

The IBM Storage Assurance perpetual model is designed to fit your business needs today and in the future. This program transforms and simplifies the storage ownership experience that alleviates painful lifecycle purchasing processes while ensuring lifetime access to IBM FlashSystem hardware and software innovations without compromising IT budget obligations. Organizations gain purchasing power that protects their investment with workload performance guarantees, the flexibility to upgrade systems non-disruptively and inclusive hardware and software upgrades overtime.

Why IBM?

IBM offers a vast portfolio of hardware, software and services to help organizations cost-effectively address their IT infrastructure needs. This includes robust data-storage solutions to enable always-on, trustworthy storage and recovery from disaster. Because businesses need shift, IBM solutions emphasize interoperability and the integration of new use cases or approaches, from analytics to multi-site backup to near instant recovery. With IBM, organizations can create flexible, robust and resilient storage infrastructure to support critical operations for smooth operations and regulatory compliance.

For more information

Visit ibm.com/flashsystem/storage-assurance to learn more about the IBM Storage Assurance perpetual model or contact your IBM representative or IBM Business Partner. You can also fill out our contact form to schedule a consultation with an IBM Storage expert.

For high-level contract term details and country availability, click here.

1. Internal experimentation by IBM Research has demonstrated detection of ransomware within 1 minute of the ransomware starting its encryption process. This experiment was done on a FlashSystem 5200 with 6 FCMs with the 4.1 firmware load. The 5200 had 8.6.3 GA level software loaded. The host connected to the 5200 was running Linux with XFS Filesystem. In this particular case, the IBM ransomware simulator called WannaLaugh was used. Underlying system must be compatible with FCM4.1 and version 8.6.3 GA level software loaded.
2. Performance guarantee only after year 3.