

**Industry:** Telco/SDP/IMS

**Customer name:** Embarq

**Headline:** Consolidating Tape Storage to Reduce Operational Expenses

**Organizational Summary:**

Embarq Corp. is the fifth largest local communications company in the U.S. with 7.4 million access lines and more than \$6 billion in revenues. Spun out as a separate company from Sprint/Nextel, Embarq offers consumers local and long-distance phone service, high-speed Internet, wireless, and Dish Network satellite TV. Embarq also offers businesses integrated local voice and data services, long distance, Business Class DSL, wireless, enhanced data network services, and managed network services.

**Business Issue:**

- Separate digital assets and data centers for the two business units
- Consolidate storage for mainframe and midrange open systems
- Reduce operational costs and the cost of outsourced vault services
- Leverage current investments for future storage and archiving needs

**Solution:**

Embarq upgraded its storage and archive solution with Sun StorageTek automated tape libraries and tape drives to maximize capacity in separate data centers.

**Results:**

- Consolidates storage onto fewer tapes
- Decreases offsite storage to reduce outsourcing costs
- Reduces maintenance and operational costs
- Provides the scalability to keep up with fast-paced businesses
- Preserves investments in legacy systems

**Sun Products/Services:**

- Sun StorageTek StreamLine SL8500 modular library systems
- Sun StorageTek PowderHorn 9310 tape library
- Sun StorageTek T9940 and T9840 tape drives
- Sun StorageTek TimberLine 9490 tape drives
- Sun StorageTek Virtual Storage Manager (VSM) system

**Success at a Glance:**

Wireline companies have been consistently losing customers to their wireless competitors, and Sprint Nextel responded to the trend by splitting into two companies. The wireline side of the Sprint/Nextel business was spun off to form Embarq Corp., which is ensuring its survival and potentially its growth by offering not just local phone service but also DSL, wireless and television. At the core of this transition from one large enterprise into two distinct business units is the effort to create separate IT systems. "For the last few years we've been combining all our applications and systems," explains Robert Hughes, Manager of Capacity and Media for Embarq, referring to the consolidation that occurred with the Sprint-Nextel merger and previous mergers and acquisitions. "Now we have to untie that knot in the period of one year. With tight budget constraints and limited personnel, we need to separate which applications and storage systems belong with which entity, and we need to increase storage and archiving efficiency as well as reduce the IT footprint for storage silos in order to reduce the costs involved with third-party vault services."

Embarq realized that upgrading from Sun StorageTek T9490 tape drives and media to higher-capacity Sun StorageTek T9840C tape drives and media would reduce data access times, consolidate storage onto fewer tapes, decrease offsite tape storage and lower maintenance costs. “Our open systems and midrange systems are growing exponentially, whereas our mainframes are at a plateau, going steady,” says Hughes. “We want to deploy one tape library that can do both—open and mainframe—to leverage our investments.”

As a result of upgrading, Embarq has increased capacity for high-volume archiving, backup and disaster recovery applications. With VSM, the company dramatically increased cartridge utilization, which reduced outsourcing costs by consolidating silos—and the number of daily vaulted cartridges dropped from over 300 to 25. “If I can reduce the number of tapes we send out, it’s an enormous savings in operational costs,” says Hughes. “And with VSM stacking, we don’t need as many silos.” The company is looking forward to increasing tape capacity exponentially with the SL8500 tape library and the Sun StorageTek T10000 tape drive. “As the leases come due on our drives and silos, we need to take the opportunity to save money and be more efficient,” says Hughes. “Floor space is expensive, and we keep extensive archives. We can grow to 10,000 cartridges with the SL8500 and eliminate up to four silos. The future is with these new tapes, tape drives and libraries where the cost savings is huge.”

**Quote:**

“We believe Sun is the best in the industry, hands-down—the knowledge base and technical support staff are excellent, and their input has been very strategic for us. Sun is more like a partner than a vendor.”

-- Robert Hughes, Manager of Capacity and Media, Embarq

**Keywords (used for search):** cost-savings, tape storage, archive, petabyte, outsourced vault, investment-protection