Welcome to ONE

• IBM is the last of the hardware manufacturers
  • IBM is the only builder of LTO8
  • IBM is the only vendor left with enterprise class tape drives
  • If you only have one manufacturer how do you mitigate risk?

• LTO8 almost didn’t happen:
  • Fuji Film owns the Patent on BaFe
  • Fuji Film and Sony signed a cross-licensing agreement, which allow for two vendors for tape
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• These cloud archival solutions all use tape
  • Amazon AWS Glacier and Glacier Deep ($1/TB/month)
  • Azure General Purpose v2 storage Archive ($2/TB/month)
  • Google GCP Coldline ($7/TB/month)

• If it's all the same tape, how do we mitigate risk?
• LTO is still growing 2% to 8% annual, but is that enough?
Thank you