

Taking off

Storage solutions are growing to meet ever-increasing needs



ADRIAN HOLLIER,
CHANNEL MANAGER AT COMZTEK

SMEs AND HOME USERS in South Africa are showing a great interest in portable storage and backup devices. This is because devices such as portable hard drives provide an affordable and easy to manage storage and backup solution for smaller businesses, eliminating the need for an outsourced service provider. Through portable storage devices, storage has also become a lot more flexible allowing businesses to concentrate their storage where it is most needed.

Adrian Hollier, channel manager

at Comztek, says that in the enterprise market, there is a strong drive towards disk-based storage solutions. "This is because this type of storage solution is free from dependency on hardware components, making it less likely to crash or fail," he says.

Another trend in the storage market, according to Hollier, is the proliferation of non-proprietary storage solutions. "End-users are constantly looking for the most cost-effective and easily manageable products when implementing any new solution and it is no different with the storage solution they choose. Non-proprietary storage equipment is much cheaper than proprietary equipment. It is also easier to integrate non-proprietary solutions into existing IT infrastructure. Users are increasingly becoming aware of this and requesting non-proprietary storage solutions," he says.

Internet-based virtual storage is another trend that is gaining wider acceptance in the market. Although it has been around for some time, this is still a relatively new phenomenon in South Africa. With internet-based storage, data is stored on a virtual hard-drive on the internet instead of physical equipment. "Even though the technology is progressive and useful, it has not really taken off, especially in South Africa. There are speculations, however, that with cheaper, uncapped broadband destined to hit our shores in the near future, internet-based storage will become more appealing to a lot more businesses and individuals," says Hollier.