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## Synopsis

This SAN Storage Buying Guide supplies a detailed of Fibre Channel (FC), Fibre Channel over Ethernet (FCoE) and iSCSI SAN storage array systems, features and performance to help improve storage purchase decisions. Better SAN storage acquisition should boost application behavior, increase end-user satisfaction and as such, advance IT effectiveness.

We expect that CIOs, architects and administrators new to external data storage will use this guide to learn more about the latest storage technology and thus, better understand what to look for when selecting new SAN storage. In particular, we discuss storage hardware capabilities such as drive quantity, type and capacity, front-end interface speed and capabilities, as well as block storage software features like remote replication/mirroring, point-in-time copies, thin provisioning and other characteristics of current SAN storage products.

Also, to aid in new storage selection, we report on recent performance results for various block storage systems and applications. For instance, we provide the latest benchmark results for block storage subsystems to demonstrate how well they can perform under varying workload conditions when properly configured.