

Wednesday, July 12, 2006

StorageMojo about Sun Fire X4500

Robin seems to like the X4500, but he definitely don't like our Storage Group:

Don't Let Sun's Storage Group Get Their Hands On It!

Or it will be doomed for sure. Keep it in the server group, where there is at least a chance that customers will be able to discover the virtues of this box on their own.

Posted by Joerg Moellenkamp in English, Oracle at 17:50

Joerg,

It's true - I consider Sun's storage group to be the worst storage marketing group since IBM's under Ellen Hancock in the 90's. It isn't just my opinion though: in 1993 Sun's attach rate was about 75% of the system vendor's average. Today it is less than 50%.

I worked at Sun's Network Storage group for several years (95-98) and found it to be a very dysfunctional culture - unlike some other parts of Sun.

So tell me - is the storage group marketing the X4500? Doesn't look like it from here, but you tell me.

Cheers,

Robin

Anonymous on Jul 13 2006, 06:53