

WHY BUY IBM SPECTRUM PROTECT

- Proven, Reliable Technology
- Automated Daily Processes
- Saves Time and Money
 - Fewer Dedicated Resources
 - Less Network Impact
 - Lower Storage and Media Costs
- Standard Features - Not options!
 - Data Deduplication
 - Data Replication
 - Daily Disaster Recovery Plan
 - Meets Industry Regulatory Compliance
- PVU, Core and Capacity License Options

TYPICAL CUSTOMER

- Enterprise and Mid-market Companies
 - Data Centers
 - Branch Offices
 - Remote Users
- All Industries - Largest sectors include:
 - Automotive
 - Professional Services
 - Healthcare
 - Education
 - Government
 - Manufacturing
 - Retail
- Daily Processes Include
 - Backup
 - Archive
 - Disaster Recovery
 - Information Lifecycle Management
- Perceives Value In
 - Proven Technology
 - Robust, Scalable Architecture
 - Long-term Benefits
 - Reality-based Return On Investment
 - Vendor/Partner Relationships

PROVEN DATA PROTECTION TECHNOLOGY

IBM® Tivoli® Storage Manager (TSM), now known as IBM® Spectrum Protect™, is the oldest and arguably the most comprehensive data protection technology on the market today. Originally developed for system administrators operating data centers in large enterprises, the original cost and complexity of the product made it inaccessible to the mid-market. Enter, STORServer.

Prompted by the rising demand for data protection in the mid-market, STORServer began as a consulting company in pursuit of helping mid-market companies deploy TSM. This growing market sector not only needed to manage data that was growing exponentially, they also required disaster recovery and other backup methodologies in order to meet industry regulatory compliance mandates.

STORServer has been an IBM OEM Business Partner since 1996, beginning with TSM licenses and eventually moving into hardware and peripherals as STORServer's customer base drove a "total solution" product line (known today as the Backup Appliance).

The following table outlines the "signature" functionality of IBM Tivoli Storage Manager:

| | |
|---|---|
| "Incremental Forever" Technology | Data is fully backed up only once. Subsequent backups capture only changed data; thus, reducing time to backup and restore, conserving network resources and reducing storage requirements. |
| "Policy-based" Backup | Allows you to define schedules, prioritize data and set recovery time and recovery point objectives. The power of policy-based technology ensures that you stay in compliance with industry regulatory requirements. |
| "Storage Pool" Technology | Defines local disk pools (storage areas) for the purpose of prioritizing availability of data and migrating your data over its life-span. |
| Automated Tape Management | Automatically flags expired data and migrates live data to a new tape once the original tape becomes full. Once the process successfully completes, the original tape is erased and can be reused. |
| Data Deduplication | TSM was the first in the industry to offer deduplication and continues to be the only technology that offers it as a standard feature. Perhaps the greatest differentiator its minimal impact on the backup process duplicates are greatly reduced through TSM's "incremental-forever" backup technology. |
| Data Replication | The process of replicating data sets, after deduplication, for the purpose of having an exact replication of active data. Replication is most often used for the purpose of creating a disaster recovery copy (defined as removable media or data that is electronically transferred to a strategic off-site location). |
| Daily Disaster Recovery Plan | The ability to generate a daily disaster recovery plan is another unique feature pioneered by IBM in the TSM product. Once your TSM environment is fully deployed, TSM has the ability to deliver a daily disaster recovery plan according to your customized policy settings. |

No wonder IBM Spectrum Protect is the technology of choice for STORServer appliance solutions and related software products. Why imitate when you can partner with the best of breed! TSM and STORServer technologies work in concert to save you time, money and resources.

TSM is the driving force behind STORServer's #1 position in the 2012 DCIG Backup Appliance Buyer's Guide!



CUSTOMER TESTIMONIALS

"We are backing-up effortlessly every night"

- John F. Senior Systems Analyst

"I have no more sleepless nights worrying if our data is 100 percent safe."

- Bill K. Computer Operations Manager

"We don't worry about where the data is anymore..."

- Carl W. Technology Director

"The restores are the fastest and the easiest ever."

- Susie V. Computer Software Engineer

"We have reduced our backup window significantly."

- Reave C. Backup Administrator

"STORServer takes a personal effort to make sure it is working properly, even after the install week."

- Todd K., Server Team Analyst



HOW IT WORKS

1. IBM Spectrum Protect is installed on STORServer approved hardware.
2. Policies are set according to hierarchy and data retention policies.
3. STORServer agents are deployed, where applicable (for OpenVMS, Oracle, Oracle Rdb or ESX servers).
4. IBM Spectrum Protect client software is installed across the enterprise.
5. Data flows from local or network storage into online storage pools.
6. Storage pools are copied to a disaster recovery pool for off-site storage.
7. After the initial full backup, subsequent backups are "incremental forever."
8. When a restore is required, the database produces the list of files to restore along with their locations on media and in storage pools. If the files are in a library, the media is automatically mounted for immediate restore. If the media is located off-site, the administrator is notified to service the restore.
9. All versions of files (current and older) are located in the online pool and are available for immediate restore with no operator intervention required.
10. In the event of a disaster, copies of all versions of all files are available in the off site disaster recovery pool for restoration.



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ABOUT STORSERVER

STORServer is a leading provider of data protection solutions and offers the only enterprise data backup appliance that is built to order. Each backup appliance solution is tailored to the customer's unique environment to simplify management of complex backup, archive and disaster recovery needs. STORServer's appliances feature enterprise class data backup, archive and disaster recovery software, hardware, services and U.S.-based customer support. For more information on STORServer, please visit our website.

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