

EMC and Quantum Together Simplify Data Protection for Enterprise IT Environments

EXECUTIVE SUMMARY

Accelerated data growth, decentralized storage systems, and shrinking capital budgets, continue to challenge the backup and recovery capabilities of almost every small office or large data center. An effective data protection solution requires a complementary integration between the data management application and the backup systems designed specifically to tackle those challenges. That solution comes from companies such as EMC and Quantum who specialize in providing end-to-end solutions for today's data protection challenges, and who provide high levels of integration between their products.

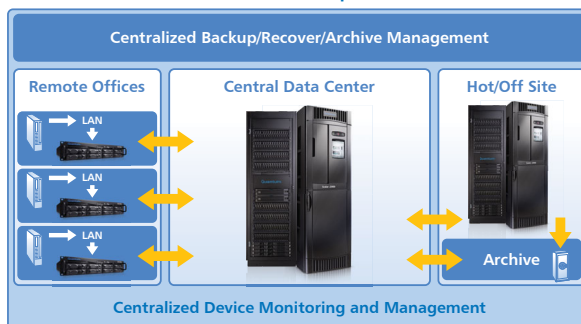
THE CHALLENGES CUSTOMERS FACE TODAY

Backup continues to present major challenges for IT departments today as they evolve their systems to handle higher data volumes, faster recovery requirements, and longer retention demands. And these issues are made more complex by the proliferation of data in distributed sites, growing IT staff demands, and continuous pressure to accomplish more while spending less.

Along with wasted time, there are a number of other related issues facing customers today:

- Longer backups exceeding time windows, resulting in an impact on system or network performance
- Greater demand for faster and more frequent recovery of individual files
- Decentralized environments with limited WAN bandwidth
- Balancing resources between backup, recovery, and archiving for the highest performance and lowest cost
- Difficulty of managing backup data for extended retention periods while minimizing staff time and optimizing use of space, power, and cooling

EMC NetWorker and Quantum – A Complete Data Protection Solution



Compounding the issues is the unchecked growth in the size of the associated data sets. Instead of deploying multiple point solutions, each designed to address just one part of the problem, there is a better, complete solution.

A COMPLETE SOLUTION WITH EMC & QUANTUM

EMC NetWorker, combined with Quantum's DXi-Series disk-based backup systems, creates the foundation for a comprehensive multi-tier backup solution that provides the performance and scalability necessary to address the challenges of a small company or a global enterprise offering solutions that provide rapid backup and recovery, effective long term retention, and lowest overall cost.

EMC NetWorker provides:

- Centralized backup and recovery administration with an easy-to-use graphical user interface
- Leverage of advanced backup and replication technology
- Industry leading performance and scalability
- NDMP path-to-tape that integrates with DXi7500 models direct tape creation

The DXi-Series provides:

- Disk backup performance that leverages deduplication to reduce disk requirements by 90% or more
- Multi-site replication capability that reduces network bandwidth requirements
- Direct integration with Quantum's tape libraries and direct tape creation that integrates with NetWorker's NDMP path-to-tape

COMBINED FEATURES AND BENEFITS

- EMC has been at the forefront of the information management industry for over 30 years.
- Quantum is the leading independent storage company focused on backup, recovery, and archive.
- NetWorker and the DXi-Series support all the major operating systems, applications, and virtual environments
- Quantum's DXi-Series reduces the disk needed for backup and restore by 90% or more while increasing RPO and RTO performance and reliability.
- NetWorker and the DXi-Series are capable of working across multiple network topologies such as LAN, SAN, and WAN, as well as working with direct-attached storage and NAS.
- Full integration is available between the DXi7500 models' integrated path-to-tape and NetWorker's NDMP tape path (version 7.5), providing direct tape creation under NetWorker control for a unified, multi-tier backup architecture.
- Quantum's Vision™ and StorageCare Guardian provide full system management, monitoring, and reporting.
- EMC and Quantum provide 7x24x365 support the world over.

THE QUANTUM DIFFERENCE

- Focused Expertise – Quantum is the leading global storage company specializing in backup, recovery, and archive solutions.
- Customer-Driven Innovation – Quantum focuses on solving customers' current and future problems.
- Platform Independence – Quantum's open system approach provides customers with the flexibility to incorporate our solutions with every leading data management application available today.
- Comprehensive Solutions and Services – Quantum offers the broadest range of hardware, software, support, and services in the industry for every size company.
- Global Scale – Quantum's global service presence provides customers with 7x24x365 support around the world.

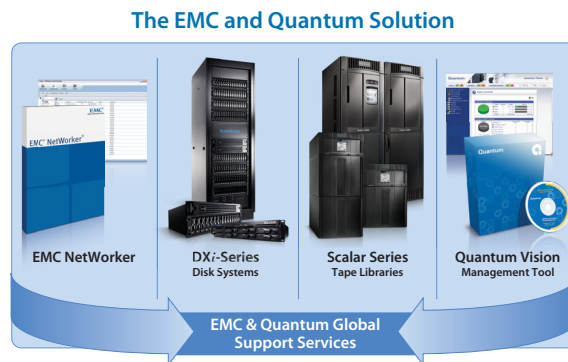
THE BENEFITS OF WORKING WITH EMC & QUANTUM

Working together, EMC NetWorker and Quantum's disk-based and tape-based backup systems deliver the performance, reliability, and cost effectiveness required for a comprehensive data protection solution.

NetWorker provides centralized management and secure, high performance across all leading operating systems and applications. DXi-Series deduplication solutions provide disk performance with 90% reduction in capacity needs, and replication that reduces bandwidth requirements. Quantum intelligent tape libraries provide scalable capacity, improved reliability, and accelerated throughput. All three solutions are brought together by the combination of NetWorker's NDMP path-to-tape and the DXi7500's direct tape creation capability.

Customers using NetWorker and the DXi-Series systems realize the benefits of:

- **Centralized administration.** A single control point for backup management across disk and tape tiers allows IT staff to spend more time on critical projects.
- **High performance.** Disk-based backup provides shorter backups and restores.
- **Flexibility.** NetWorker and Quantum both support a wide range of operating systems and data intensive applications.
- **Cost Savings.** Administrative resources are conserved, along with disk capacity, bandwidth, and tape media.
- **Trusted Partners.** Performance and reliability are assured by the leading experts in data management and backup.



THE ADVANTAGE OF USING EMC AND QUANTUM

The EMC NetWorker family of backup and recovery products helps companies gain complete control of their data across a variety of environments and sites. Quantum's complete line of disk, tape, and device management software complements NetWorker's functionality to help companies ensure the integrity and security of their data both for near-term recovery and long-term retention. The combination of NetWorker with Quantum's DXi-Series disk backup and Scalar tape libraries provides a comprehensive solution set that improves overall data protection while reducing costs.

TALK TO THE EXPERTS

Contact your Quantum representative today to learn more about how the combination of EMC's NetWorker and Quantum's backup systems can address the backup, recovery and archive challenges of your enterprise IT environment.

CUSTOMER SUCCESS STORY

International Insurance and Investment Provider

CHALLENGE: Customer had a huge challenge – backup of SAP, email and O/S servers was taking too long, leaving no time to clone tapes. File restores from offsite media also took too long and media costs were too high.

KEY OBJECTIVES:

- Increase backup speed and allow time to copy media for long term retention
- For short term data retention, create tapeless disaster recovery protection using remote replication
- Shorten time required for file restores

THE EMC AND QUANTUM'S SOLUTION

- EMC's Legato NetWorker
- Two Quantum DXi5500 disk-based backup systems
- Quantum Scalar i2000 and PX720 tape library

THE RESULTS

- Reduced backup time from 6 hours to 3 hours ~ extra time used to clone tapes required for retention
- Enabled daily remote replication of 3.5TB between New York and Texas for disaster recovery
- Restore times significantly reduced AND media costs were also reduced by 50% = saving over \$200,000 per year

QUOTE FROM NETWORK MANAGER:

"I would definitely choose Quantum again. They have great products, they are a great company to do business with, and they have solutions that would fit just about any IT budget."

 To contact your local sales office, please visit www.quantum.com

Quantum[®]

Backup. Recovery. Archive. It's What We Do.

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About Quantum

Quantum Corp. (NYSE:QTM) is the leading global storage company specializing in backup, recovery and archive. Combining focused expertise, customer-driven innovation, and platform independence, Quantum provides a comprehensive range of disk, tape, media and software solutions supported by a world-class sales and service organization. This includes the DXi™-Series, the first disk backup solutions to extend the power of data deduplication and replication across the distributed enterprise. As a long-standing and trusted partner, the company works closely with a broad network of resellers, OEMs and other suppliers to meet customers' evolving data protection needs.