

Complete Your Data Protection Strategy

Centrally Managed Disk & Tape from Quantum Deliver the Best Performance, Value and Protection

How do you guarantee the best mix of performance, protection, and cost from your data protection solution? For short- to medium-term backup and restore, today's trend is towards disk-backup solutions like Quantum's DXi-Series. The DXi-Series systems offer the speed and reliability of disk with the power of data de-duplication to minimize storage costs, allow disk to be used as a retention and a restore medium, and to allow remote replication to become a practical tool for disaster recovery protection. But Quantum recognizes that disk alone is not sufficient to handle all your backup, archive and disaster recovery needs.

Long term data protection strategies require large amounts of capacity – especially as data set sizes grow at exponential rates and regulatory requirements become more stringent. To meet these storage needs without consuming your entire budget, tape offers a price and long term reliability that is almost impossible to beat.

Advantages of disk-based backup with data de-duplication

- Reduces disk requirements by 90% or more, provides longer online retention, reduces tape creation and media management
- Increases backup and restore performance
- Makes remote replication of backup data a practical disaster recovery strategy

Advantages of tape backup:

- Lowest overall storage cost in terms of \$/GB, power, and cooling
- Provides secure, encrypted long term retention for compliance
- Simple and effective off-site protection for Disaster Recovery and archiving

Quantum is the only backup vendor offering solutions that combine disk and tape technologies using a common management console and unified service and support. Quantum's unique combination of disk and tape works along with your existing backup application to provide a comprehensive data protection solution that delivers unmatched performance, reliability, value, and ease-of-use.

- Quantum's DXi-Series disk-based backup systems extend the benefits of data de-duplication across the Enterprise. Quantum's patented data de-duplication technology reduces disk capacity and network bandwidth requirements by 90% or more, lowering disk backup costs and making WAN replication a practical DR tool.
- Quantum's Scalar® Series tape libraries provide intelligent, scalable tape storage systems that protect users' assets across workgroups, distributed sites, and Enterprise data centers. Quantum tape libraries seamlessly manage and protect business critical data in all business environments and include advanced iLayer management and integrated encryption options.
- Quantum's StorageCare™ Vision provides single-console management and monitoring of both disk and tape resources to ease system administration loads and ensure your backup investment is working at peak performance.
- Quantum's worldwide support provides 24x7 phone support along with 4-hour onsite response.

To realize the high performance backup & restore capabilities of disk, AND the cost effective, long term retention capabilities of tape, look at Quantum's new disk & tape bundles.



TOP 5 REASONS TO PURCHASE A QUANTUM DISK & TAPE BUNDLE SOLUTION

- **BEST PRICING AVAILABLE** – Get Quantum's comprehensive disk & tape combined solution, including installation, integration, service, and common management tools, at significant savings
- **PROVEN** – Tested and certified with all major backup applications and primary storage environments
- **COMPATIBLE** – Seamless integration with your current backup architecture
- **SUPPORTED** – World-wide support from the industry leader in disk and tape-based backup solutions
- **EXPERIENCED** – Customers world-wide continue to trust Quantum with their critical and confidential data

QUANTUM BACKUP TECHNOLOGY FEATURES

DXi-Series

- Data de-duplication reduces disk requirements by 90% or more
- Scalable models for distributed, midrange, and Enterprise environments
- Replication options provide automated DR protection and reduce media usage
- Best-in-class performance
- Choice of NAS and VTL interfaces, available concurrently

Scalar Series

- Scalable tape libraries for distributed, midrange, and Enterprise protection
- Integrated intelligent management
- Built-in encryption capability
- Advanced RAS capabilities

StorageCare Vision

- Supports management of disk, tape, and backup application from a single console
- Easy window into performance, utilization, and diagnostics

Quantum Service & Support – Gold Support Plan

- Four-hour target response time for on-site support
- 24x7 on-site support; 24-hour phone support
- Remote monitoring and alerting through StorageCare Guardian

Quantum Offers Disk-Tape Bundles to Complete Your Data Protection Strategy

To help you build a complete data protection solution, Quantum is offering a number of comprehensive disk and tape bundles to safeguard your business assets. Each bundle combines the advantages of Quantum's data de-duplication disk backup technology, leading tape-based systems, a 'single-pane of glass' console to ease your management burden, and they include installation, integration, and a full year of same-day on-site service:

Choose any one of the combinations below for significant savings.

BUNDLE 1:

Protect up to 2.8TB in NAS or iSCSI environments

DXi3500: NAS and iSCSI connectivity; 4TB raw capacity
Scalar 50: SCSI connectivity; two LTO-4 drives and 38 slots;
StorageCare Vision: common management tool for disk and tape devices

BUNDLE 2:

Protect up to 4.2TB in NAS or iSCSI environments

DXi3500: NAS and iSCSI connectivity, 6TB raw capacity
Scalar 50: SCSI connectivity; two LTO-4 drives and 38 slots
StorageCare Vision: management tool for disk and tape devices

BUNDLE 3:

Protect up to 4.2TB with Fibre Channel connectivity

DXi3500: Fibre Channel, NAS and iSCSI connectivity, 6TB raw capacity
Scalar 50: Fibre Channel connectivity; two LTO-4 drives and 38 slots
StorageCare Vision: management tool for disk and tape devices

BUNDLE 4:

Protect up to 3.6TB with Fibre Channel connectivity*

DXi5500: Fibre Channel, NAS and iSCSI connectivity, 6TB raw capacity
Scalar i500: Fibre Channel connectivity; two LTO-4 drives and 36 slots
StorageCare Vision: management tool for disk and tape devices

BUNDLE 5:

Protect up to 5.4TB with Fibre Channel connectivity*

DXi5500: Fibre Channel, NAS and iSCSI connectivity, 9TB raw capacity
Scalar i500: Fibre Channel connectivity; four LTO-4 drives and 82 slots
StorageCare Vision: management tool for disk and tape devices

*DXi5500 6TB system scales non-disruptively to 12TB; DXi5500 9TB system scales non-disruptively to 18TB. Scalar 50 units scale up to 76 slots. Scalar i500 scales non-disruptively to 18 drives and 402 slots.

Talk to the Experts.

These bundles are just starting points. Ask your Quantum representative about scaling these solutions, expanding to multiple sites, and adding replication to provide automated DR protection over existing WANs.

QUANTUM'S SOLUTION PARTNERS

Quantum works with its technology partners to ensure full compatibility and interoperability with their software and hardware.

Quantum's systems solutions partners include:

- Adaptec
- Atempo
- Atto
- Backbone
- Brocade
- Cisco
- Commvault
- Computer Associates
- Dell
- EMC
- Emulex
- HP
- IBM - Tivoli
- Intel
- LSI
- Microsoft
- nCipher/Neoscale
- Network Appliance/Decru
- Novastor
- Novell
- Oracle
- Qlogic
- Redhat
- Sun
- Symantec
- Syncsort
- Timespring
- UltraBac
- Virtual Iron
- VMware
- Yosemite

 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. 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.