



BattleCard

Target Customers

- Those who need who need a flexible archive solution which can be shared over their Ethernet network with a low total cost of ownership (TCO).
- Those who need an archive solution without the additional infrastructure layer of Fibre Channel.
- Those who need an archive solution that can be located somewhere other than in their server rooms.

Ask This/Listen for...

- Do you need to be able to access your data from anywhere on your network?
- Are you moving to an Ethernet network or have you already done so?
- Do you need to free up space in your server room?

What is the customer looking for?

- A way to connect multiple LTO tape drives (4 or more) to their Ethernet network.
- A lower cost alternative to native Ethernet Tape Libraries.
- A way to repurpose their existing infrastructure instead of replacing.

Challenges / Pain Points

- SAS LTO Tape Libraries typically can only be used as Direct Attached Storage, limiting access to one client.
- SAS is limited to a maximum distance of 10 meters, limiting where Tape Libraries can be located.

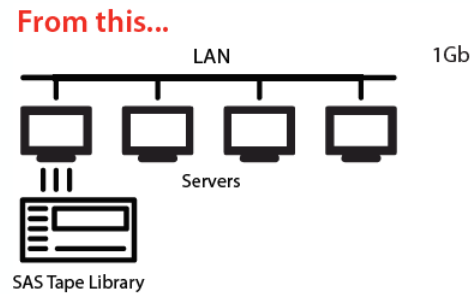
Solution Advantages

- Adding XstreamCORE ET 8200T allows for SAS Tape Libraries to be shared over an Ethernet network, providing the benefits of Shared Storage and allowing Tape Libraries to be located up to 50 kilometers away from the clients.

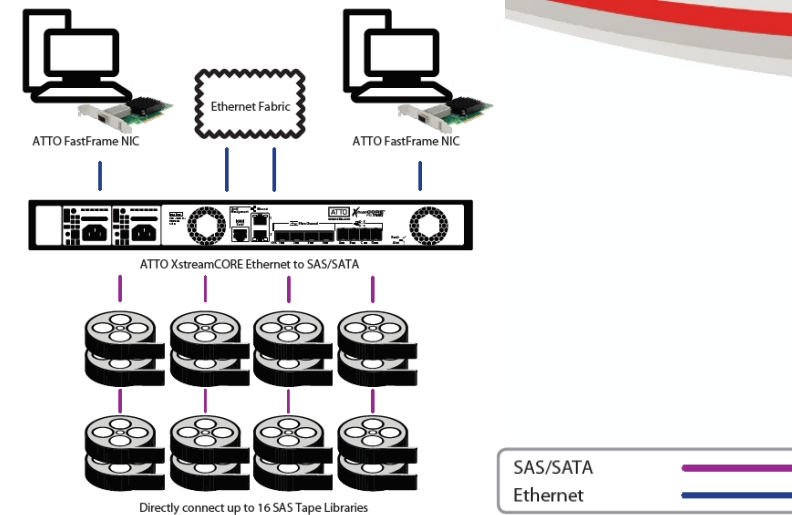


BattleCard

Topology



To this!



Joint Value Prop

- Backup over long distances
- Same performance as direct-attached SAS - no latency penalties
- Enables shared & distributed backup workflow