

Quantum®

DXi4500 DR Savings Pack



Buy One DXi4500 Appliance and Get the Second DXi4500 Appliance at 1/2 Off!

Quantum's DXi4500 DR Savings Pack Makes it Easy and Affordable to:

- Improve DR Protection
- Reduce Administration Overhead
- Save Money

Perfect for organizations with 500GB to 3TB of data to protect and that have a second IT site that they can turn into a DR repository. The DR Savings Pack makes it easy and affordable to leverage deduplication appliances and remote replication to automate the DR process and reduce costs.

This Promotional Bundle with special pricing includes:

- Two Quantum DXi4500 Appliances
- Free Replication Software
- Free Phone-based Installation and Configuration Support

Want to find out more? Contact:

Quantum®

Preserving the World's Most Important Data. Yours.™

© 2011 Quantum Corporation [NYSE:QTM]. All rights reserved. Quantum, the Quantum logo and DXi are registered trademarks of Quantum Corporation and its affiliates in the United States and/or other countries. All other trademarks are the property of their respective owners.

For information on Quantum products, visit quantum.com or call 866-809-5230

ST00773A-v01 June 2011

DXi4500 DR Savings Pack

Frequently Asked Questions



OVERVIEW

Disaster Recovery (DR) protection is an essential task for every IT organization that values its data, but many small and medium organizations struggle to provide the kind of protection they need within the budget and system administration time available. The DXi4500 DR Savings Pack provides an easy and affordable way for organizations to improve their DR protection while saving money and reducing administrative overhead. This FAQ explains how.

FREQUENTLY ASKED QUESTIONS

What kind of organizations is the DXi4500 DR Savings Pack designed to help?

This program is designed for organizations that are protecting between around 500GB to 3TB of primary data (that's the size of a full backup for the site), and that have a second IT site that they can turn into a DR repository. The DR Savings Pack makes it easy and affordable for those organizations to leverage deduplication appliances and remote replication to automate the DR process and reduce costs. The special pricing allows a user to purchase a DXi4510 or DXi4520 at the normal price and a second identical unit at half-price. Replication software is included in the offer, and so is free phone-based installation & configuration support.

What kind of DR protection is considered best practice for IT organizations?

The real question to ask is: How much data can your business or agency afford to lose in case of fire, theft, or damage from a natural disaster? For many organizations where data is important, the answer is a day or less, but most smaller organizations struggle to provide daily off-site protection for their data. For groups that use a disk backup target, any DR protection is an added task, and many organizations do it less often than best practice dictates—some even skip it entirely. When removable media is the primary data protection, IT organizations can move data off-site, but it quickly becomes time consuming and expensive to create frequent recovery points—and, when restores have to take place at the local site, tapes have to be recalled from remote storage which increases costs and makes the process take too long.

Deduplication appliances provide an important alternative because they provide the performance of disk backup but they also provide replication of changed data blocks for DR protection. When only changed blocks are replicated, the bandwidth required is low, and because both local and remote copies can be maintained, restores are usually faster since they come from local disk.

What will the DR protection process look like with replicating DXi appliances?

Backups are completed on a normal schedule to a local DXi® appliance and, in a typical deployment, each day's backup set is replicated to a DXi appliance at a second site. Since only changed blocks are moved, the bandwidth requirements are low. In most configurations, replication takes place in parallel to the backup, and then continues on past the end of the backup window as a background process. Restores are usually made from the local backup appliance, but the DR copies are available to protect against damage to the first site.

What interface is offered and what backup software is supported?

The DXi4500 appliances work with all the leading backup software, including BackupExec, NetBackup, Simpana, ARCserve, Networker, Oracle Secure Backup, Data Protector, and TimeNavigator. It also supports the specialized software designed for VMware environments. Backup software that can write data to a CIFS or NFS share are generally supported, with full qualification listings supplied on www.quantum.com. Moreover, users who have more than one backup software package (BackupExec and vRanger, for example) can support both at the same time in a single DXi appliance by directing each application to a different share.

(Note: Microsoft DPM is a special case—since it does not write data to a NAS share, it is not supported by the DXi4500s but it is supported very effectively by other DXi models. So contact your Quantum sales team for details about other DXi appliances available outside the DXi4500 DR Savings Pack).

Does the replication also support virtual servers?

Yes. DR copies of virtual machines are a special problem for many organizations that DXi4500s and their replication support solves very neatly. Replication provides an automated process that protects all your server data—physical and virtual—at the same time, even when more than one backup application is being used.

How safe is the data while it is being transported?

Extremely safe. All the data can be automatically encrypted during transmission and decrypted at the target site to make restores easy.

Is Symantec OpenStorage API (OST) support also included?

Yes. The DXi4500 appliances, like other DXi models, include support for Symantec OST under NetBackup and Backup Exec as a standard feature.

What kind of cost savings can I expect to see?

It will depend on what your current usage patterns are. Users that relied primarily on tape typically see all of the costs associated with removable media cut by 60 to 80%. That includes purchase, transport, storage, and recall. For many customers, the direct savings create positive payback on the initial investment in about 1 year, but you may need to gather some data outside your normal capital budget to show management what the level of savings will be.

What kind of impact will I see on my system administrator work load?

Again, it depends on what kind of effort you are putting in now to provide DR protection, but a good rule of thumb is that providing daily DR protection normally takes less than 10% of the time devoted to backup and DR. For many customers, the savings in time is dramatic.

How long can I hold the data on the DXi systems?

We've sized systems to allow a full 60 days of retention on both the source and the target system, assuming a normal change rate (less than 10% per backup). For most users, 60 days provides adequate protection for normal backup, recovery, and near-term DR protection. Systems can be sized differently for different requirements.

Recommended sizing is:

Up to 1.5TB of primary data (a full backup): DXi4510 at both primary and secondary sites

Up to 3TB of primary data (a full backup): DXi4520 at both primary and secondary sites

What can I do for longer term retention?

That is an important question for many organizations. The most cost effective system for retaining backup data for longer period of time is a tape library. Many users find that monthly retention copies fulfill their need to preserve data for extended periods. Using disk for backup and restore, replication for DR, and tape for long term retention seems to provide an optimal balance of performance, automation, and low cost for many IT departments.

Why can't I use the deduplication in my backup software to do the same thing?

Unfortunately, turning on deduplication in backup software may help reduce disk usage to some extent, but it normally can't provide effective, leveraged replication. Many packages don't provide replication for changed, compressed blocks at all. More often, the recommended setting is to do remote backup—backing up with an agent at one location and sending changes to a second site. The problem with that approach is it does not provide DR protection—the backup is still in one site. And there is usually no local copy for restores—so all file restores have to come over the remote connection. With DXi deduplication appliances, the deduplication provides the highest rates of reduction, the replication is automated, configuration is easy, and there is true DR protection with both local and remote copies.

What is the deployment like?

Most users begin by setting up the source and target systems in the same facility so the initial data transfer can happen over a high speed connection. Then the target system is moved to its remote location and, from that point on, only the new blocks that appear in each backup need to be replicated.

Support direct from Quantum for installation and configuration is included free with the DXi4500 DR Savings Pack with a phone-based program. Many Quantum resellers can also offer direct, on-site support.

What about service and support after the sale?

Quantum is the largest company in the world dedicated to backup, recovery and archiving. We provide global support for our customer base using a combination of our direct support team and our international reseller partners.

Does it matter if I do daily full backups?

That methodology works very well with the DXi deduplication-enabled replication—so does a system of fulls and incrementals, or incrementals alone. Since the DXi system detects and stores only the changed blocks in each backup, in most cases the same amount of new storage in the DXi is needed for each backup event no matter which backup strategy is used.