

Selling Tandberg Data Automation Solutions for Mid-Range Backup

The Market:

Worldwide Autoloader LTO shipments are set to increase by 12.9% from 2005 - 2009. LTO is clearly the medium of choice in the mid-range backup market.

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Which Solution do I recommend?

Key Considerations:

How much data is being backed up?

From 400GB - 3.2TB, Recommendation: **StorageLoader LTO2**

From 4TB - 32TB, Recommendation: **StorageLibrary T40**

Autoloaders: For those customers who are ready to move to automated backup from traditional standalone drives

StorageLoader LTO2



- The first and only 1U LTO2 Autoloader in the market today
- Provides the highest storage density and most efficient cartridge loading autoloader available
- Two 4-slot removable magazines store a total of 8 data cartridges
- Low power consumption and heat dissipation means low TCO and minimal downtime
- Field replaceable parts without moving autoloader from rack

Drive technology:	420LTO
No. of drives:	1
No. of cartridges:	8
Capacity:	3.2 TB*
Transfer rate:	48 MB/s*
Interface:	Ultra 160 SCSI/LVD
Read Compatibility:	LTO1, LTO2
Write Compatibility:	LTO1, LTO2
Warranty:	3 Years

PC PRO RATINGS	
PERFORMANCE	★★★★★
FEATURES & DESIGN	★★★★★
VALUE FOR MONEY	★★★★★
OVERALL	★★★★★



2U Autoloader (LTO3)



- Combining the best of both worlds - the 2U Autoloader allows access of common LTO and SDLT technology within an autoloader body in two rack units for optimal integration
- Simple handling and management through a menu driven LCD display
- Reliable unattended backup
- Optimised for rack installation

Drive technology:	LTO3
No. of drives:	1
No. of cartridges:	8
Capacity:	6.4 TB*
Transfer rate:	160 MB/s*
Interface:	LVD Ultra 3 wide SCSI 68 pin HD
Read Compatibility:	LTO1, LTO2, LTO3
Write Compatibility:	LTO2, LTO3
Warranty:	3 Years



Libraries:

For those customers whose exponential data growth outstrips the capacity and functionality that autoloaders offer

The Market:

The tape automation market continues to grow in response to exponential data growth and dramatic advances in storage consolidation. LTO technology has emerged as the dominating technology used in mid-range tape automation autoloaders and libraries and is set to grow 8.6% year on year**. Undoubtedly, the era of expensive library is coming to an end with the Tandberg StorageLibrary T40 heralding an affordable, realistic alternative.

**Gartner Group 2005

STORAGE LIBRARY™ T40

The Tandberg StorageLibrary T40 is the most competitively positioned midrange tape library in the market, combining high capacity and performance into a small 4U rack optimized solution, supporting both SCSI and FC connectivity.

Flexible Management backed by Enterprise Management Features

The StorageLibrary T40 was created with flexibility in mind:

- Flexibility over media with easy cartridge management
- Flexibility over operations via in-built partitioning that enables it to work as one to four separate autoloaders or two separate libraries
- Flexibility to combine half-height and full-height drives according to requirements

When it comes to enterprise management, the StorageLibrary T40 has a user-friendly interface for system setup, control and monitoring. It comes with an integrated barcode reader, remote management features, Import/Export slot, customer replaceable units, drive hot swapping, notification via SNMP support, tape alert/email notification, audible alarm and real time clock functions as standard.

StorageLibrary T40



- One or two LTO3 Full height drives or one to four LTO2 Half height drives
- Capacity On Demand (COD) function allows users to increase usable capacity easily as data grows
- Partitioning feature
- Highest performance LTO technology available, user friendly and upgrade options for advanced management and intelligent storage networking support

24/40 slot library suited for environments that need unattended workgroup backup and restore with capacities from 19.2TB to 32TB*

Drive technology:	420LTO (LTO2 half-height) or 840LTO (LTO3 full height)
No. of drives:	1 to 4 half-height drives / 1 to 2 full height drives
No. of slots:	24 or 40
Capacity (Native) :	8TB (40 Slots, LTO2) / 16TB (40 Slots, LTO3)
Capacity (Compressed) :	16TB* (40 Slots, LTO2) / 32TB* (40 Slots, LTO3)
Transfer rate (Native):	4 x 420LTO: 96MB/s 2 x 840LTO: 160MB/s
Transfer rate (Compressed):	4 x 420LTO: 192MB/s* 2 x 840LTO: 320MB/s*
Interface:	Ultra 160 SCSI LVD & Native FC (LTO3)
Read Compatibility:	420LTO: LTO1, LTO2 840LTO: LTO1, LTO2, LTO3, LTO3 WORM
Write Compatibility:	420LTO: LTO1, LTO2 840LTO: LTO2, LTO3, LTO3 WORM
Warranty:	3 Years

Five reasons to select the Tandberg StorageLibrary T40

Budget constraints

With a base configuration price comparable to some autoloaders, the Tandberg StorageLibrary T40 offers users the lowest entry into truly enterprise storage.

Shrinking backup windows

The StorageLibrary T40 offers enterprise performance including a 2GB fibre connectivity solution with multiple enterprise tools included as standard.

Exponentially growing data

The StorageLibrary T40 offers one of the most dense libraries in the industry by combining up to 40 tapes in only 4U of rack space.

Limited resources

The StorageLibrary T40 has the capability to handle over a month's unattended operation, saving on valuable staff time and salary.

Uncertain future needs

The StorageLibrary T40 was developed with versatility in mind, allowing a flexible upgrade path. Whether you are changing to a next generation drive type or integrating into a SAN, the StorageLibrary T40 has all the features to upgrade with your existing and future infrastructure.

*Assuming 2:1 data compression

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