

VirtualIron®

ENTERPRISE-CLASS SERVER
VIRTUALIZATION MADE EASY

Improving Business Continuance in a Virtualized Environment

High Availability and Data Protection Solutions from Quantum and Virtual Iron

Organizations are increasingly implementing virtualization technologies to consolidate their physical infrastructures and reduce hardware, power and cooling expenses. Customers also utilize virtualization to relocate workloads between physical resources, enabling additional benefits such as enhanced business continuity. But to build a complete business continuance strategy multiple components are required including:

- High availability
- Near term recovery
- Long term disaster recovery and archiving

Implementing these functions enables rapid recovery from events such as interruptions to application access and data loss which can disrupt, even cripple business operations.

If you're moving from physical systems to virtual machines and implementing a business continuance strategy, Virtual Iron and Quantum can help. Virtual Iron provides enterprise server virtualization including automated failover and dynamic workload management from a Web-based console that is easy to deploy, use and manage. Quantum, the leading global storage company specializing in backup, recovery and archive, provides a comprehensive range of tape, disk, media and software solutions. Combined, customers can achieve high availability as well as cost effective data protection for business critical systems and data.

HOW DOES THE COMBINATION MEET THE CHALLENGE OF THIS BUSINESS PROBLEM?

High Availability

To prevent outages that impact revenue generating processes and employee productivity, Virtual Iron's LiveRecovery automatically moves virtual machines to alternate physical servers in the event of a hardware failure – without the need for complex clustering software (see figure 1). Virtual machines can also be moved live, without any downtime, if a fault is detected to reduce or completely eliminate operational outages.

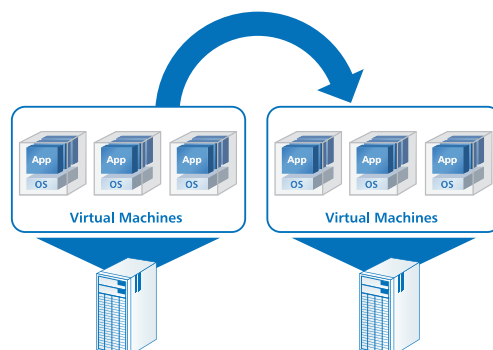


figure 1

- Powerful and cost effective business continuance
- Dramatically reduces the cost and complexity of operating and managing the data center
- Automates failover to maintain uptime and application availability
- Uses virtualization and de-duplication to maximize utilization of servers and backup storage
- Leverages secure, low bandwidth replication for easy offsite protection
- Works with Quantum libraries for highly scalable, cost-effective archiving and disaster recovery

FOR MORE INFORMATION, CONTACT:

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Near Term Recovery

For rapid recovery from data loss or corruption, Quantum offers the DXi series of de-duplication appliances as well as the Scalar line of intelligent tape libraries. These products work in any Virtual Iron environment whether traditional agent based backup of virtual machines is used or advanced snapshot based backups via Virtual Iron's LiveSnapshot (See Combined Strengths for Details).

Especially beneficial to users is the combination of Virtual Iron's LiveSnapshot with Quantum's DXi series. This combination of products enables customers to quickly generate backups of servers without consuming large amounts of storage capacity. LiveSnapshot generates snap images of virtual machines in seconds which are then written to DXi via a backup application. The DXi then de-duplicates these images, reducing capacity requirements by 90% or more. In this way both Virtual Iron and Quantum reduce hardware, power, and cooling costs.

Disaster Recovery and Archiving

In the event of full site loss, Quantum protects Virtual Iron environments through replication and tape solutions. The DXi offers de-duplication replication technology that copies data between local and DR facilities (see figure 2). Only unique data components of backups are transmitted to minimize network usage and capital investments in bandwidth. Once copied to a remote site, Virtual Iron images can easily be restored on to either the same or different, lower cost hardware to further control DR investments.

For long term disaster recovery and compliance, data can be cut to tape. Tape offers an extremely low cost, rugged storage medium that can be coupled with encryption to securely store large amounts of data offsite and meet multi-year retention and data protection policies.

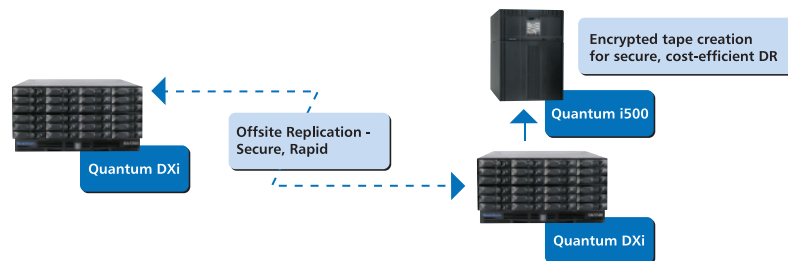


figure 2

COMBINED STRENGTHS

The interoperability between Virtual Iron and Quantum DXi and Scalar products is seamless, not requiring any complex integration. When used with agent based backup techniques (backup agent runs within the virtual server to guarantee application consistency) the Quantum DXi and Scalar lines interact with the backup server, which may or may not be virtualized, just as they would in a physical server environment (see figure 3).

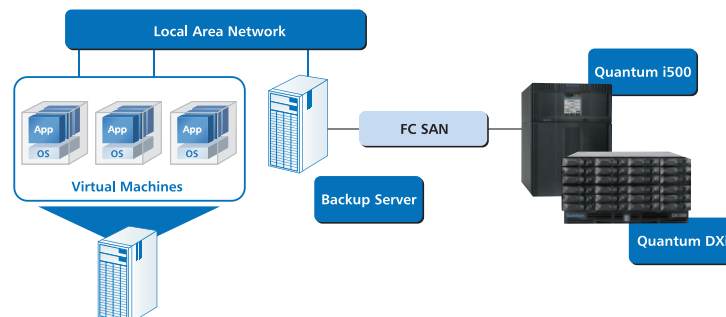


figure 3

When used with Virtual Iron's LiveSnapshot, which snapshots all of the virtual server's disks, the DXi can be utilized in two ways: as the target for the backup application after images have been generated on the Backup Proxy Host or as the storage repository for the Backup Proxy Host (see figure 4). In both cases the de-duplication capabilities of the DXi make it an excellent choice for storing large numbers of snapshots while consuming small amounts of disk.

Coupled with tape for long term disaster recovery and archiving, customers have a solution that allows them to safeguard against multiple types of outages and data loss with recovery speeds that meet SLAs and cost points critical for today's budgetary considerations.

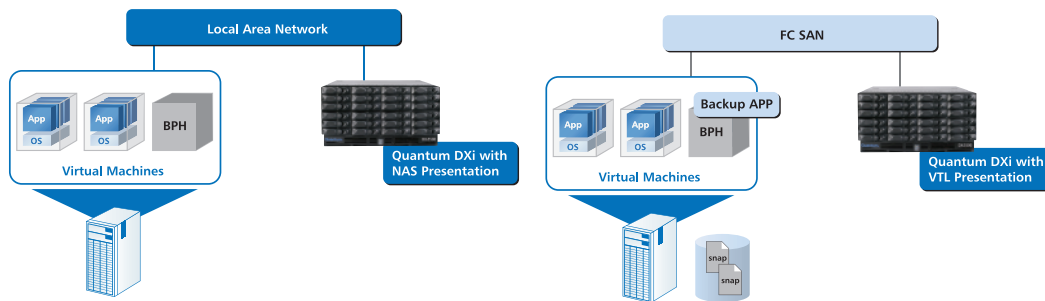


figure 4

WHY CHOOSE THE COMBINATION?

As organizations move virtual infrastructure from the lab to production environments, it is critical to protect business applications and data against failure scenarios. Virtual Iron and Quantum have designed solutions uniquely suited to implementing virtual environments and protecting them. When utilized in customer environments exposure to outages are minimized, backup windows and capacity requirements are reduced and reliable long term archiving is possible without breaking budgets. These benefits provide immediate return on investment and improve business continuity.

TALK TO THE EXPERTS

Contact your Quantum representative at **1-800-677-6268** to talk about how you can realize these same benefits today.

ABOUT VIRTUAL IRON

Virtual Iron is the leading provider of enterprise server virtualization made easy. The software enables organizations of all sizes to dramatically reduce the cost and complexity of managing and operating their data centers. The software includes advanced capabilities that leverage industry standards, open source economics and built-in hardware-assisted acceleration. Users leverage Virtual Iron to support a broad range of data center initiatives including server consolidation, development and test optimization, high availability, disaster recovery, and capacity management. The software is available exclusively through Virtual Iron's Channel One partner network. Evaluation copies are available for free download at <http://www.virtualiron.com/free>.

 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.