



***NearLine Storage Solutions
for the Enterprise***

The IT Storage Conundrum

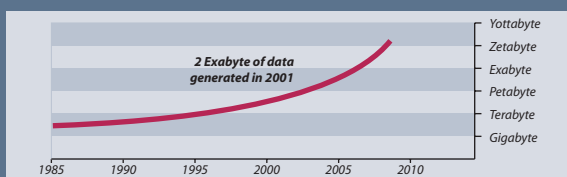
Exponential Data Storage Growth



Businesses today are relying more and more on information systems for successful operation in the corporate world. Both employees and customers build these information systems around network data that is created on a daily basis. Data created in the course of running your

Data storage requirements are further compounded by the fact that much of the data must remain accessible for years. Typically, this inactive data now represents 70% to 80% of all data stored on networks.

The Data Deluge



business is one of your company's most valuable corporate assets. As you begin to look at data as a corporate asset, a strategy must be developed that will guarantee the security and availability of your data, while still allowing it to grow. Information technology continues to expand the need for data storage at an explosive rate. At the corporate and government levels this storage growth is exponential, with requirements more than doubling each year. This level of new data generation exceeded two million terabytes in 2001.

Increasing requirements for 24 hour, 7 days per week random access to information are reducing the amount of time available for system data backup.

The Storage Management Issues

- Storage growth is exponential
- 70% to 80% of data on networks is inactive
- Inactive data must be accessible for years
- Random access to all data is necessary
- Limited time for backup with 7x24 operation

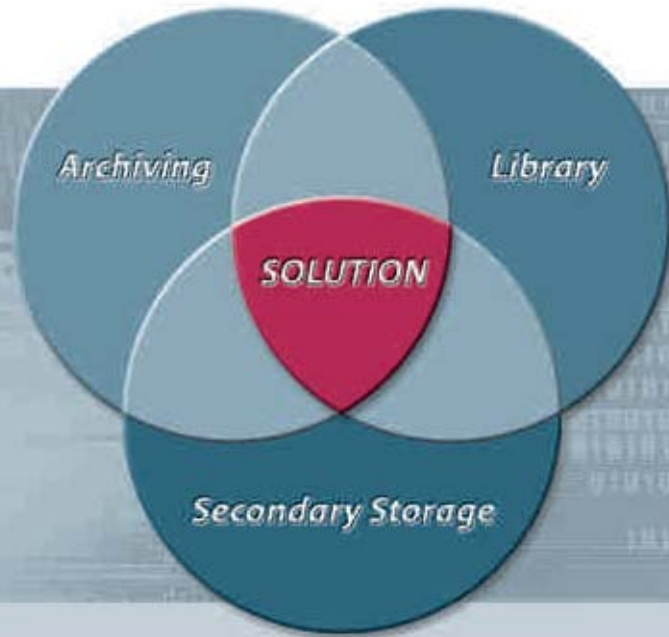


DISC Vision

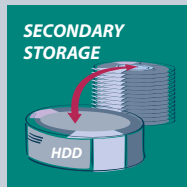
Automated Solutions for Enterprise Storage

As your storage requirements grow to support data collection from creation of large graphic files, archival of e-commerce transactions and the exponential growth of email databases, you must develop a consistent, concise strategy for corporate network storage.

DISC is a company dedicated to providing NearLine Storage Systems that add capacity to networks for a fraction of the total cost of RAID.



DISC designs, manufactures and markets a complete range of data storage libraries using the most reliable storage technology on the planet. These devices offer a wide range of capacities, performance and functionality. DISC solutions offer a wide range of capacities, performance and functionality, providing cost effective solutions for data storage systems.



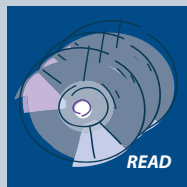
Secondary Storage

DISC NearLine storage systems provide transparent read-write access to terabytes of data. Reliable, standards based media assure the long term integrity of the data. Data migrates to the library, where it remains accessible for years.



Archiving

Electronic data archiving requires a medium where information can be written once, and then cannot be further altered. With a shelf life exceeding 30 years, NearLine technologies allow random access for a quick retrieval making them the ideal system for archival.



Library

No medium have a higher acceptance for the distribution of data than CD and DVD. Software, drivers, artwork, training and databases are examples of information distributed. DISC libraries allow these media to be centrally located and available across the network.

The DISC Solution:

Emerging Storage Management Model

Network Storage: the "Old Model"

Typical network storage architecture involves using RAID systems as the only online data storage devices. As capacity requirements grow, these systems are expanded, or additional systems are installed on the network, to meet these requirements. These additional systems are expensive and not easy to integrate and manage.

Network Storage - The Old Model

Online Data

- primary storage is the only storage on the network
- growth in capacity is satisfied with more primary storage
- growing the capacity is not an easy or affordable task

Backup

- used for disaster recovery
- limited time window
- streams large amounts of data quickly
- short life span of data



These RAID systems are usually backed up to tape for disaster recovery. As capacities increase, the time required for backup of data increases proportionately, while the time available to backup the data is decreasing due to extended hours of demand.

Recovery of individual files or program data usually requires significant time and administrative expense.

Breakdown of the Old Model

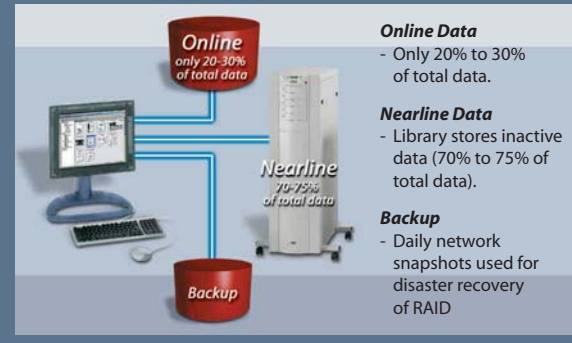
Online Storage

Backup Windows

Personnel

- Storage costs exceeding budgets
- Backup time windows shrinking
- Backup costs grow proportionally
- Administration costs escalate

DISC NearLine Storage "NEW Model"



Online Data

- Only 20% to 30% of total data.

Nearline Data

- Library stores inactive data (70% to 75% of total data).

Backup

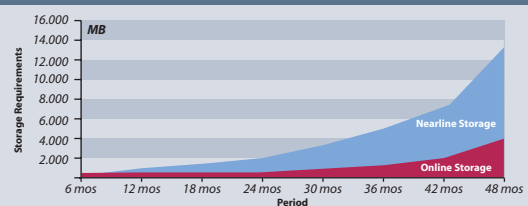
- Daily network snapshots used for disaster recovery of RAID

Network Storage: the "NEW Model"

NearLine Storage devices offer multi-terabyte capacity and high performance at mid-range cost. DISC NearLine Storage devices can effectively store data which is typically not required on a regular basis, but when called upon, needs to be accessed quickly and automatically.

Limiting online storage capacity to the amount required for active data offers significant cost advantages. It reduces acquisition and maintenance costs while providing a secure data archive which requires no backup. In addition, individual file recovery and restoration is fast and easy.

Storage Requirements



DISC NearLine Storage Benefits

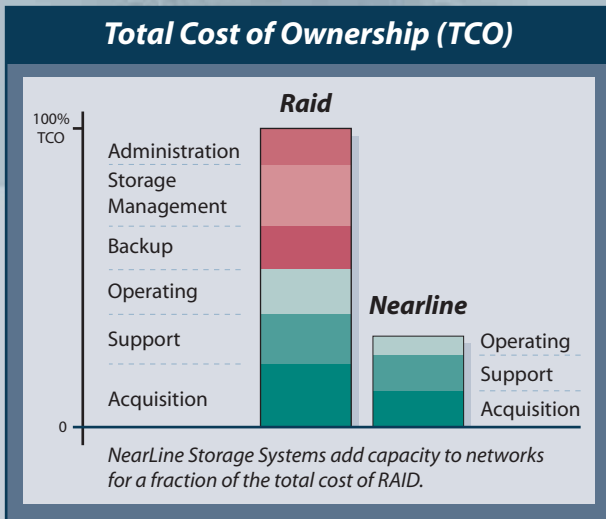
- lower total cost of storage
- long term archive capabilities
- fast, random access to data
- Seamless storage connectivity for all platforms
- No backup required

Total Cost of Ownership

Lowering the hidden costs of storage



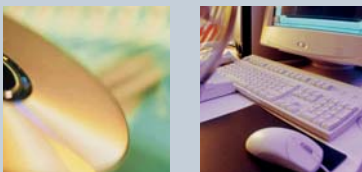
When determining the Total Cost of Ownership of storage, it is necessary to consider the costs of acquiring the system as well as the costs associated with maintaining it for the lifetime of the data.



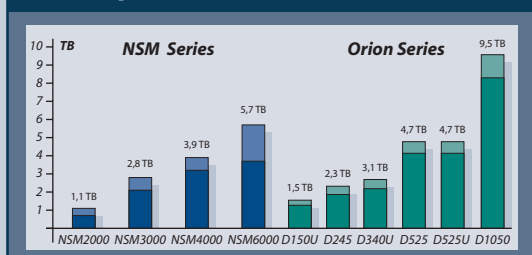
Automated Solutions for Enterprise Storage

DISC is a worldwide leader in the development and production of NearLine data storage systems. We provide a complete range of NearLine storage solutions built around the most reliable storage technology ever created. Offering capacities from 182 GBs up to 10 TBs, DISC NearLine storage solutions provide the most cost effective way to add storage.

As the amount of data increases exponentially, so do the costs of managing these data storage systems. DISC NearLine storage devices add capacity to networks for a fraction of the total cost of RAID.



Capacities of DISC Products





References

for NearLine Storage Solutions

Banking
and Finance



Medical



Legal



Government



Insurance



MultiMedia
and Graphics



"DISC storage solutions seamlessly integrate into a number of applications and environments." A sampling of our customer base includes:

American Greetings
Aérospatiale, France
Airborne Express
U.S. Navy
U.S. Postal Service
Department of Defense
Toys R Us
Continental Airlines
UC San Francisco
VA Hospitals
Prudential Securities
California DMV

Federal Reserve Bank
Hong Kong Library
Audi AG
DaimlerChrysler
ESSO Oil
British Petroleum (BP)
Lloyds Bank
Prudential Insurance
Siemens Medical
Bosch
Boeing
Sony Pictures

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