

## TAPELESS MAINFRAME BACKUP & DISASTER RECOVERY

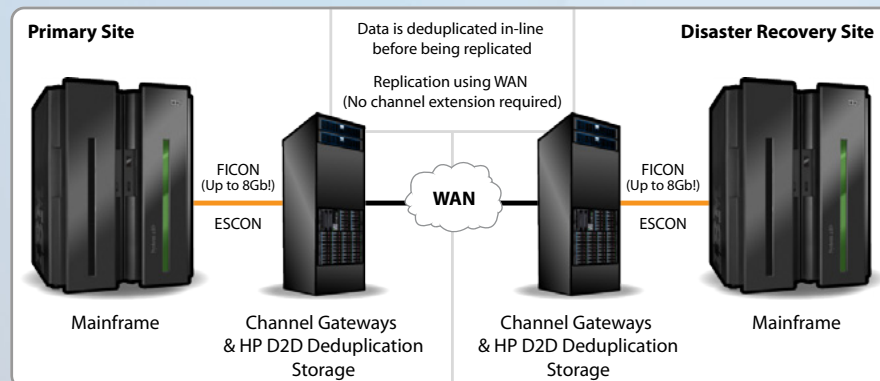
### Luminex's Channel Gateway and HP Deduplication Storage – An Industry Changing Technology

Luminex's Channel Gateway enables HP D2D deduplication storage solutions to be channel attached to the mainframe. HP D2D deduplication technology delivers more than an order of magnitude of improvement over obsolete tape drive compression. And unlike tape drive compression, where the data is compressed at the end of the data path on the device, deduplication takes place before the data is sent out over the network or fibre channel!

The net effect is **20x, 30x, 40x or greater reduction** in backup data storage requirements and an equally large reduction in network bandwidth for remote replication!

Put another way – with the Luminex/deduplication solution, you can **expect to see a 90-98% REDUCTION** in storage capacity and network bandwidth to remotely replicate backups to offsite locations.

### Going tapeless is both practical and mainstream for the mainframe!



With the massive reduction in capacity and replication bandwidth requirements, mainframe data center planners are:

- re-thinking and re-tooling tape backup and DR strategies
- eliminating costly and cumbersome physical tape
- realizing greater performance and better SLA's

### The "possibilities" that were once impractical are both practical and mainstream!

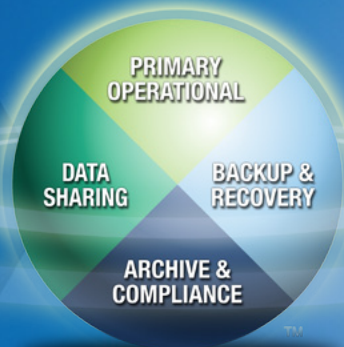
## Mainframe Storage World



## Solution Benefits

- Tape volumes immediately available both locally & at DR site
- Recovery at DR site is immediate – no waiting for physical tape retrieval
- Deduplication reduces remote replication bandwidth requirements by 95% plus
- Enhanced data security with replication over secure IP networks
- Significant operational expense savings and Eco-friendly:
  - Eliminates cost of storing, handling, transporting & managing tapes
  - Eliminates recurring maintenance costs of tape libraries & drives
  - Eliminates procurement of tape media
  - Significant reduction in floor space
  - Significant reduction in electrical usage
  - Significant reduction in HVAC
  - Reduced operational overhead
- Enterprise wide virtual tape solution for both mainframe and open systems data

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*"Now the Channel Gateway makes the 'possibilities' practical for the mainframe because existing storage and network infrastructures just got far more efficient!"*

### About Luminex

Luminex is a leading developer and provider of disk-based mainframe virtual tape products and technologies. Luminex Channel Gateways allow mainframe enterprise users around the world to take full advantage of the benefits of Modern Mainframe Virtual Tape to eliminate or reduce physical tape, improve RTO and RPO, lower capital and operating costs and improve data security. With the Luminex Channel Gateways, enterprises can now have a single backup and recovery program for their mainframe and open systems data.

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### Tried, proven and mainframe-ready!

Luminex Channel Gateways provide mainframe customers the values, cost advantages and expanding backup & replication options made possible by deduplication technology. The dramatic reduction in capacity requirements, bandwidth utilization and infrastructure investments, make Channel Gateway with deduplication storage the preferred option for mainframe backup and DR.

### Are you ready to rethink?

**Tapeless backup** – Backups are stored on local, highly available, disk using a mere fraction of the capacity previously required.

**Network-based backups and replication** - With far less data to deliver, remote network-based backup and replication is practical and cost effective.

**RTO** – Online disk-based storage dramatically improves Recovery Time Objectives.

**RPO** – The vast deduplication ratios enable blazingly fast remote replication. Recovery Point Objectives are far superior with backups remotely replicated in parallel and within minutes.

**Enterprise quality** – Installed and in-use at some of the largest mission critical data centers.

### Channel Gateway at a Glance

The Channel Gateway enables mainframe customers to channel attach industry leading and proven deduplication solutions. The Channel Gateway supports both FICON and ESCON channel connectivity and existing mainframe backup software simply sees the Channel Gateway as a well-known mainframe tape device. No software changes are required.

### Luminex Tape Migration Services Enable a Smooth Transition to the New Solution

World class tape migration tools and services are available directly from Luminex, eliminating the need to exhaust in-house resources or manage third party migration options. Migration from current virtual and/or physical tape cartridges to the new virtual tape solution can be done non-disruptively and completed on time.

Luminex will migrate all customer tape data, and redirect tape operations to the new virtual tape solution from the old tape products. Once complete, the data for unexpired VOLSERS will reside on the new virtual tape solution. The volume serial number, historical information and content of the new virtual tapes will be identical to the original tapes.