

At Last! My data is safe (and so is my budget)

Affordable Data Protection Now a Reality

How Safe is Your Critical Data...Really?

Despite the remarkable improvement in computer equipment reliability, many IT executive may be unaware how vulnerable their systems are to unplanned downtime and problematic recovery. Several factors contribute to this false sense of security:



- 1. Tapes Cartridges with Short Functional Lives.** Many IT people may be unaware of the life expectancy of their backup tapes. Depending on the type of tape media, most tapes have an ideal shelf life of 3–4 years. However, if under constant use these same tapes may have a working life of only 1–2 years. This means you could be saving critical data to a tape cartridge that can no longer save data.
- 2. Backup Tape Media are Fragile.** Backup tapes are pretty fragile and don't take well to shock or extreme climates. A tape could become unreadable after a few hours of sitting in the rain or extreme heat and it might be completely useless if it fell out of a truck at 40 mph.
- 3. Tape Drives with Short Functional Lives.** As the price of servers has fallen, so has the cost of the tape drives themselves. It is fair to say that almost all servers today are made so that the tape media is in direct contact with the delicate tape drive read/write head. The backup tape media that rubs across the read/write head is just like sandpaper rubbing against balsa wood — the media will generally wear out the read/write in head in 3–5 years. This can prevent saving critical data to a backup tape whenever the read/write head is not consistently or correctly writing to tape.
- 4. Misplaced or Mislabeled Backup Tapes.** The list of companies reporting lost backup tapes includes blue-chip names like Bank of America, Citibank, Marriott and Time Warner. Incredibly, any career IT person will tell you that companies have been losing tapes for years. Here's another thing about tapes: They are virtually anonymous. Tapes generally have two identifiers on them, a bar code and serial number, neither of which is useful for identification. In other words, tapes don't come with labels on them that say, "Customer credit card numbers from Acme Bank." Even if you knew where they came from, you still would have no idea what data they contained.
- 5. Out-of-Date, Undocumented or Untested Recovery Strategy.** The data on tapes also depends upon backup operations (Warning: what follows is a bit geeky but here goes). Some backups ("full backups") capture all the data in a system, but most backups only capture data that has changed since the last backup ("incremental backups"). Most shops do one full backup per week while protecting daily changes with incremental backups. These backup processes mean you'd be far more likely to find tapes from an "incremental" than from a "full" backup run. Incremental backup tapes would have pieces of data that would be difficult to understand without access to the actual system. Even if you knew how to read this data, tapes wouldn't contain the "millions of personal records" we read about in the papers. So, if your procedure is out-of-date, undocumented or untested, there is a VERY high likelihood you may not recover from your tape backup — certainly not easily. And if you recover all, the recovery process may take weeks.

- 6. More Data to Manage with Shrinking IT Resources.** The sheer volume of data to be saved has grown enormously since 2000, driven by a combination of email, eBusiness, document imaging and the tendency to save every transaction for future analysis. It is commonplace to need to protect 100+ GB, and 2–10 terabytes of backup is becoming more common. Industry studies track growth in data volumes at the rate of 25% per year. More IT executives are challenged to save the growing volume of data within shrinking backup windows. In short, for many, a complete backup cannot be accomplished in 2–3 hours.
- 7. Dispersed Data.** As servers and desktop computers proliferate in the workplace, more critical data is dispersed on various devices, which makes timely saves-and-restores more complex — even with powerful backup software like Veritas or Tivoli.
- 8. Increased Complexity.** The increased number and complexity of applications makes a backup and recovery strategy complicated. More complex recovery strategies require the planning of the proper sequence of backup tapes to restore a system to its original working condition — often due to unplanned downtime to support a user at a remote location. At best, this process may take 28–48 hours.
- 9. Need for Faster Recovery.** The increased user and customer dependency on applications, as well as added demands of government agency compliance, adds pressure to recover in a matter of hours if not minutes. Recovery times of 2–4+ days therefore become less acceptable.

As you can see, a major culprit in this vulnerability is unmerited reliance on traditional tape for backup.

Vault400:

Finally, a way for businesses with limited resources to deal with these issues

Vault400 is really very straightforward. It is an online data backup and disaster recovery system for the IBM System i (iSeries/AS400) and most other platforms, including Intel (Windows), UNIX and Linux. Vault400 can cost about 70 to 80% LESS than typical High Availability applications and can provide long term data retentions that are available online around the clock, all year long. Its design is safe and secure as well as brilliantly conceived to protect your critical data.

Disk-to-Disk Backup Eliminates Manual Intervention

For starters, Vault400 utilizes disk-to-disk backup. This eliminates labor-intensive manual and error-prone tasks that are associated with traditional tape backup solutions.

Saving Changed Data Minimizes Backup Time

Vault400 incorporates an innovative “Delta” technology. This technology minimizes the amount of data that needs to be sent offsite, while achieving the equivalent of a full backup every time. At regular intervals that you set, the Agent “wakes up” at the assigned time and analyzes the data file changes that occurred since the previous backup, including changes to all native objects, DB2 databases, IFS data and system data. By leveraging Delta technology, the iSeries Agent is able to significantly reduce backup times compared with traditional tape-based solutions.

Compression Shrinks Amount to Send Off-Site Data Vault and Transfer Time

Next, the native saved changes are compressed so less data needs to be transferred to the remote offsite vault. Further, backups can be configured in parallel streams to allow better utilization of system resources, resulting in faster backup times. Parallelization can also be achieved on restore, allowing faster restore times when compared with traditional tape-based offsite backup solutions.

Encryption Protects Critical Data Transferred, Vaulted and Retrieved

Finally, Vault400 features over-the-wire encryption capabilities for increased security. This helps to ensure that your critical data is safe as it is transmitted and stored. Quite simply, Vault400 dramatically reduces the time required to perform the backup. It compresses the unique changes that are saved, and immediately transmits the data to an offsite secure data vault for recovery or testing.

Let's See How Vault400 Addresses the Backup Challenges

Disk-to-Disk to Remote Secure Data Vault.

Because of Vault400's innovative architecture, there are no problems commonly associated with:

- Tape media life,
- Tape media fragility,
- Tape drives limited life,
- Mislabeled or misplaced tapes; or
- Tape recovery strategies.

Access a File, a Program or Your Entire System. With Vault400, you can access any portion of your system at any time. If you need complete replacement, a complete copy of your system can be overnighted on a Quick Ship Mobile Vault (QSMV).

Get a Complete Replacement — Server and System — Shipped in 48 Hours. Vault400 provides an extra service to ship a replacement System i (iSeries/AS400) with your data configured to your specification within 48 hours of notification.

Vault400 is Surprisingly Affordable.

The Benefits:

Strategic Business Benefits

- Integrated solutions for full system restores
- Automate backup and restore processes
- Minimize or eliminate downtime
- Solidify business continuity for your mission critical data
- Increase security
- Conform to regulations

Operational Benefits

- Manage data growth (scalable)
- Reduce IT staff time
- High availability
- Reduce points of failure
- Increase reliability

Financial Benefits

- Meet recovery timeframes
- Reduce data exposure
- Eliminate costly downtime expenses and business loss
- Minimize capital expenditures
- Reduce infrastructure costs
- Ensure business continuity
- Reduce IT staff time
- Comparative operating expenses or saving

Vault400 Technology Broadly Accepted.

Since 1997, 9,500 customers have chosen and trusted this technology, with 98% customer satisfaction.

Here's what customers say:

"The only solution that supports our JD Edwards-based system and runs on an IBM iSeries server as well as other platforms

"RH, Director of Information Systems, CJ

"All things considered, it has been an effortless move to a smarter way of providing a more secure backup facility for the Bank."

JB, NSB

"Your service provides immediate file recovery, which is critical for keeping our business running smoothly."

Information Systems Administrator, AAGCFLCA

"Your solution enabled us to leverage our existing infrastructure to get data offsite quickly without an elaborate staging process. We have been able to eliminate the time previously spent on tape management and minimize the inherent administrative errors."

MH, PM

Call 800-211-8798 now for a free Assessment

Explosive data growth, IT consolidation, distributed environments, security challenges, employee demands, and compliance. You need experts you can trust. Whether it's high availability for rapid recovery, email and instant messaging monitoring and archiving for regulatory compliance, or the simplicity and flexibility of centralized or online backup, we have the right solution for companies that are serious about protecting business-critical data.

I urge you to call NOW.

Don't wait and gamble. You may be vulnerable to excessive downtime. With Vault400's low cost and superior technology, you can protect your business from unexpected downtime NOW. We'll give you the straight scoop and help you determine if Vault400 is right for your business!

To your success!

United Computer Group, Inc

**Call Today:
(800) 211-8798**

P.S. My friend's sump pump went out the other day and cost him \$8,600 in damage to the lower level of his house...a shame since the backup pump he decided not to buy would have cost only \$149!

*Call us NOW at **1-800-211-8798** to determine your critical data risk and the cost of downtime.*