Making the Most of Your Data Storage Budget

NEO® 8000e Helps You Reduce Your Cost of Ownership

Why do you need it?

Whether it's our personal or professional lives, sometimes when our finances are under pressure we worry most about where the purchase price fits within our budget and don't give enough thought to how much the item will cost in the long-run. Data storage decisions are not immune to this situation. As an IT manager, in addition to focusing on the initial purchase price, do you also consider the following?

➢ How flexible is this solution in the event my needs change?

➢ What are the long-term warranty and maintenance costs associated with this solution?

➢ What other parts of my budget will this solution affect (i.e. personnel, energy, office space, etc.)

➢ What costs will I be faced with if I experience down-time with this solution?

How we help...

The NEO 8000e automated tape library not only provides you with an affordable solution for enterprise-class backup and archive, but it also ensures that your data is automatically protected at the lowest possible cost of ownership. The NEO 8000e is the right solution for your enterprise-class data storage needs if you:

✓ Have demanding storage capacity needs ranging from 80TB to 3PB (and growing) but have budgetary constraints;

✓ Have performance-intensive backup and archive requirements (as high as 24 TB/hr) but may be forced to consider the financial impact of recording and retrieving data so quickly;

✓ Have limited data center floor space (particularly in a metropolitan area where commercial cost per square foot rates are extremely high)

✓ Need high data availability but can't afford the exorbitant costs sometimes associated with the ability to reliably and instantly access your data

✓ Need a powerful backup and archive solution but have financial (and environmental) concerns about how power-hungry your backup and archive solution might be.

Today's IT environments are being faced with massive data growth, overwhelming compliance and data security requirements and significant cost of ownership and energy consumption challenges. Add to that the challenge of determining your data's value based on it's position in the data lifecycle and what service level requirements you may have, and the task of finding the right long-term backup and archive solution for your data-intensive environment can seem a daunting task at best. There is no doubt that storing small amounts of mission-critical, short-term data on disk-based solutions such as the SnapServer® from Overland Storage® is the right way to go. But what's the most cost-effective way to store those massive amounts of data that are not accessed as frequently and need to be stored long-term?

Overland Storage – the Expert in Automated Tape Backup, Recovery, Archive and Disaster Recovery

The NEO 8000e recognizes the need for your business to do more with less by providing not only the capacity, performance, reliability, data availability and manageability needed for data-intensive enterprise environments, but by delivering a cost-effective solution that is second to none for backup and archive operations. Don't get "snowed" by the other guys who only talk about features. Consider how the following NEO 8000e advantages can not only reduce your initial expenditure but also provide you with the lowest possible long-term cost of ownership:

High Data Availability

Rest assured that with NEO 8000e, your data is readily available – no matter what the situation. Most enterprise-class libraries contain a single robotic mechanism in scaled environments. Other library vendors may try to convince you that having a single robotic improves the reliability of the solution. Nothing could be further from the truth. If your robotic mechanism fails, you have no way to get to additional modules in your storage configuration – making 100% of your data inaccessible. The NEO 8000e provides robotic redundancy in scaled environments, ensuring that even in the unlikely event of a

robotic failure, you have a "backup" that provides you with access to the remaining cartridges in your configuration.

NEO 8000e's data availability advantage with the NEO 8000e doesn't stop there. It offers convenient, powerful remote management capability, providing you with proactive diagnostic information that can prevent costly downtime and loss of access to your data. Redundant hot-swap power options ensure that you have non-disruptive, ongoing access to your data in the event of a problem with the primary power source. Tape drives can be seamlessly and quickly replaced or upgraded, minimizing downtime and resulting in virtually no disruption to your data access.

The inability to access your data can result in catastrophic costs to your business. According to a study conducted by the Ponemon Institute, the average cost of not being able to access a particular piece of data is $202/record, with the average cost of unavailable data being as high as $6.5 million per incident. Because Overland Storage recognizes the impact this kind of financial loss can have on your company, the NEO 8000e makes data availability a priority when considering the cost of ownership of your storage solution.

Energy and Footprint Efficiency

Energy costs are one of those things that can sneak up on you and cause a meltdown with your storage budget if you aren't careful. That's why the NEO 8000e is focused on providing a powerful situation that is right-sized for your enterprise data storage needs. Unlike other enterprise-class tape libraries, NEO 8000e high-performance robotics and power systems provide the speed, reliability and efficiency you need without requiring excessive energy, generating excessive heat and requiring expensive cooling.

The size of your backup and archive solution can also affect energy costs. The larger the library, the more room it requires in your data center, increasing your lighting costs, your electricity costs, your HVAC (heating/cooling) costs, etc. That's why NEO 8000e is focused on providing as much storage capacity as possible in the smallest amount of physical space. Packing up to 3.0PB of storage into less than 14 square feet of valuable data center floor space means you can reduce your energy costs by as much as 82%.

Flexibility

The more flexible your backup and archive solution, the more you can protect your investment against forthcoming changes in your data storage requirements. A flexible backup and archive solution also lets you allocate the cost of the solution across different applications, environments, further reducing your cost of ownership. Nobody does it better than the NEO 8000e. Whether you need 80TB of storage or 3PB of storage, NEO 8000e has the configuration that's right for you. Transferring data at 1TB an hour not fast enough for you? NEO 8000e not only provides you with the ability to scale your storage capacity but also your performance, with data transfer rates of up to 24TB/hr. And you don't have to choose between capacity or performance … NEO 8000e lets you scale both!

In today's dynamic data center environment, one thing is for certain … change. NEO 8000e provides you with the ability to adapt to that change quickly, easily and affordably. With embedded interface technology, NEO 8000e can attach to a variety of network environments – whether it's SCSI, SAS, Fibre Channel or future interface technologies – without the expense of any additional bridging technology and/or hardware. Embedded partitioning capability allows you to multi-task with your NEO 8000e library, performing backup and archive operations for a variety of different platforms and increasing the efficiency of your NEO 8000e investment.

Having an affordable initial purchase price on your storage solution is undoubtedly an important factor but purchase price is just the first step. Considering your long-term cost of ownership is key to choosing an enterprise-class storage solution that can effectively and affordably meet your storage and budgetary requirements for years to come. Combining it's affordable purchase price with it's ability to minimize your cost of ownership makes the Overland Storage NEO 8000e tape library the ideal solution for long-term enterprise backup and archive.

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