

**RDX QuikStor is a rugged, reliable, removable disk device for backup, archiving, data transportation and business continuity.**

**RDX is ideal for remote workers, less experienced users in small offices or distributed enterprise businesses.**

**The removability provides an air-gap for ransomware and malware protection and ensures full disaster protection.**

**Look for customers..**

- who own or operate small businesses, remote/branch offices, retail, healthcare, education, franchise, groceries, building trades, government, entertainment, etc
- who are purchasing a laptop, NAS device or single server without a removable storage option
- who are using external hard disk drives for back up and look for a more robust and professional storage solution
- who needs air-gap protection against virus and ransomware attacks
- who use cloud storage but also want a local copy

**Start the conversation!**

- Do you worry about your business data and business continuity?
- Do you perform regular data backups? How do you do your backup and is it automated?
- How much data do you need to protect?
- Who manages your backup and what are the backup skills?
- Are you transferring your data offsite for disaster recovery?
- Are you transporting your data between multiple office locations?



**If your customer needs more capacity, start the conversation about RDX QuikStation**

**COMMON OBJECTIONS:**

**“I perform backups on external USB hard disks. It works fine and is cheaper.”**

- RDX offers investment protection. If you run out of capacity, simply buy new RDX media (500GB - 8TB) and use your existing drive.
- The ruggedized media with ESD and shock protection ensures easy handling, removability and off-site storage.
- With RDX, you can perform media spanning if the backup data is larger than the media capacity, just insert the next cartridge and continue.
- RDX keeps its drive letter to ensure backups can continue, even if media is rotated.

**“I do my backups to a small NAS and don’t have any issues with that.”**

- NAS systems can fail. Even RAID does not protect against hardware failures.
- In addition, data must be secured against local disasters and ransomware attacks.
- For that last mile of insurance, backups should be air-gapped, disconnected from the network and/or stored off-site. RDX removable disk systems make that easy.

**“Cloud backup is very convenient and I’m preferring that over local devices.”**

- RDX is more cost-efficient. Typically RDX pays for itself in as little as 12 months.
- Recovery time for RDX 5Xs faster than over the network. You should also consider that retrieving data might result in extra cost.
- RDX backup is designed for business continuity through on-site DR and so is much faster and reliable. In case of a total system crash, network connectivity to the backup data might be impossible.
- If your cloud provider has an outage, then your data an application may not be available.
- RDX should be an essential component of any hybrid cloud backup strategy.

## RDX vs. Other Technologies

Features	RDX	ext. HDD	Tape	NAS	Cloud
Setup in under 5 minutes	•	•			
Forward/Backward Compatible	•		limited		•
USB Powered (External only)	•	•			
Drop/Static Protection	•	some			•
Vibration Isolation	•	some			•
Write Protection	•		•		
Cartridge and Drive Status LED	•		•		
Removable Media	•		•		
Media Spanning	•		•		•
Business Grade	•		•		•
WORM Media	•		•		•
Ransomware Protection	•		•		
Hardware Encryption	•**	SW	•		

## RDX Quikstor Drives and Media Models



Model	Description
8782-RDX	External drive, USB3.0
8636-RDX	Internal drive, USB3.0, 5.25"
8785-RDX	Internal drive, USB3.0, 3.5"
8813-RDX	Internal drive, SATA III, 5.25"
8812-RDX	Internal drive, SATA III, 3.5"
8863-RDX	External drive, USB3+, 500GB
8864-RDX	External drive, USB3.0, 1TB
8865-RDX	External drive, USB3.0, 2TB
8866-RDX	External drive, USB3.0, 4TB
8882-RDX	External drive, USB3.0, 5TB

Model	Capacity
8541-RDX	500GB, HDD
8586-RDX	1TB, HDD
8731-RDX	2TB, HDD
8824-RDX	4TB, HDD
8662-RDX	5TB, HDD
8665-RDX	500GB, SSD
8877-RDX	1TB, SSD
8878-RDX	2TB, SSD
8886-RDX	4TB, SSD
8887-RDX	8TB, SSD
8868-RDX	1TB, WORM
8869-RDX	2TB, WORM
8870-RDX	4TB, WORM

## Key Sales Points

- RDX is an industry standard since 2006
- Designed for Home Office users, SMBs and businesses with remote offices
- Fast, simple, reliable, secure, rugged, affordable and scalable data storage
- RDX technology incorporates the best of tape with the best of hard drive products
- RDX provides high reliability, offering business grade removable disk storage media for data protection and long-term retention
- RDX is compatible with all major backup software applications
- RDX connects to desktops, laptops, server as well as to mobile phones and cloud
- RDX expands with businesses as they grow, through the simple addition of more removable or higher capacity media
- You don't have to hire an IT expert or have an IT department to use RDX
- The RDX solution offers external and internal RDX QuikStor drives, media ranging from 500GB to 8TB and QuikStation appliances for larger storage demands
- Highly reliable and durable: RDX is drop and shock protected, and needs no special care. Easy to store off-site for disaster recovery and archiving.

## Unique Features

- **Cyber Security:** Air Gap capabilities and off-site storage protects data on RDX media against virus and ransomware attacks.
- **Compliance:** RDX WORM\* meets international regulatory and compliance standards for data archiving, as data cannot be deleted or overwritten.
- **Encryption:** Build your data treasury using RDX Manager encryption feature and RDX systems to securely encrypt your business data.
- **Versatility:** With its suite of the art interfaces and configurations, RDX QuikStor easily connects to servers, desktops, laptops as well as Android smartphones, iPhones, tablets and POS terminals or NAS.
- **Windows Backup and Mac compatible:** RDX QuikStor provides full support for the Windows Backup utility and Apple Time Machine. With the included USB-C adapter, RDX QuikStor connects easily to Mac and Windows systems.
- **Hybrid cloud data protection:** Software controlled media removability and easy handling provide Air-Gap security and Data To Go capabilities for business data and Cloud integration without capacity limitations though media spanning and off-site vaulting.
- **Business Continuity and Bare Metal Restore:** The removability of RDX media ensures full off-site data protection. By creating a bootable RDX media with RDX Manager features, crashed systems can be easily recovered and business downtime is shortened dramatically.

\* optional feature  
\*\* SATA III QuikStor Systems

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