





Agenda

- HP's storage vision and strategy
- HP's multi-level data protection solutions
 - Tape product portfolio
 - Two-stage backup
 - Storage media
 - Data protection software portfolio
 - Data protection tools portfolio

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柳 HP StorageWorks Product Portfolio SAN 4 Í Multi-protocol services ISCSI/FCIP XP Family StorageWorks WAN Storage Servers (NAS) & Storage Arrays Tape & Optical storage Unified Server & Storage Management
• HP Systems Insight Manager Array Integrated software Information Lifecycle Management HP Storage Essentials Replication Archive Software

Tape Is Dead

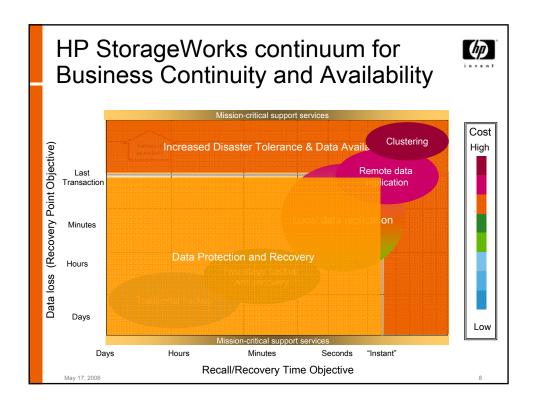


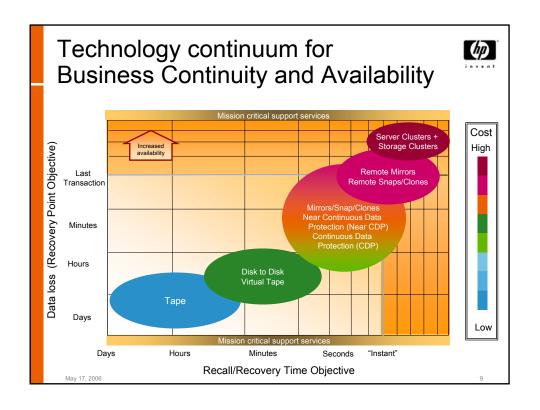
Tape Is Dead... and here's the timetable

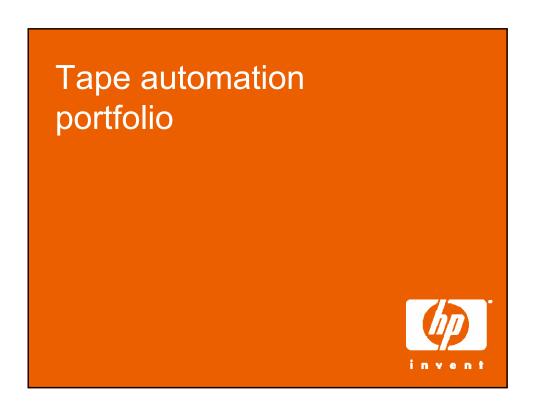


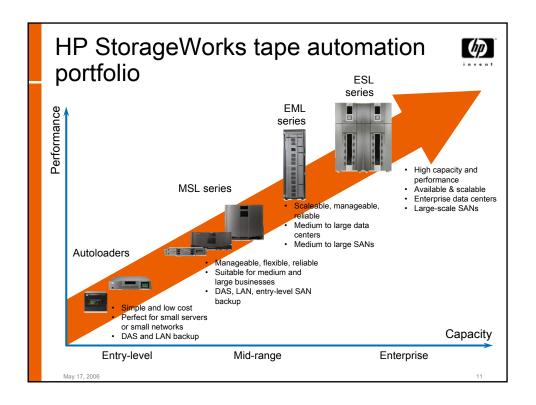
- When there are no more natural disasters
- · When electricity is free
- When all people are honest
- When your people no longer make mistakes
- · When there are no computer virii or other malicious code
- When government regulations (SarbOx, SEC, ...) have gone away
- · When hardware never fails
 - ... and software is bug-free

The leader in data protection Leading the industry initiative for open, #1 standard tape formats in tape drives with Ultrium LTO and DDS/DAT #1 in mid-range automation Support for major tape formats and platforms #1 in media supplies · Hardware, software and services for the entire data protection Source: IDC 1H05 market share reports, October 2005 infrastructure













ETLA...

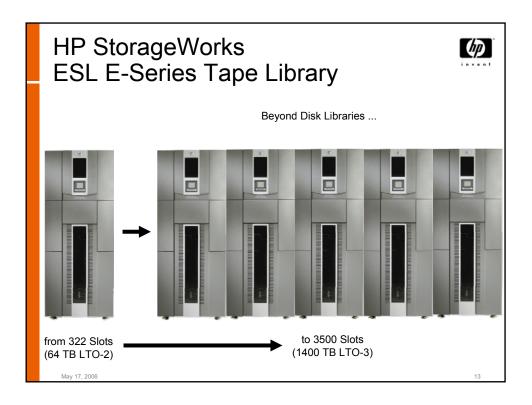
brings you the next
generation of tape storage
systems designed
specifically for the networked
storage environments

Supported on E-Series Tape Libraries



- Tape libraries that are self-aware, self-managed, automatically maintained, and continuously available
- Complete remote manageability for ESL and EML tape libraries in SANs configure, manage, and monitor all library components from any location
- Interface Manager provides broad interoperability in complex SANs without requiring users to dig through expert-level details
- Secure Manager prevents unauthorized servers from interrupting critical backup jobs

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ESL E-Series Tape Library

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Target application:

 Enterprise data centers requiring high-capacity, high-availability, and ultimately reliable data protection

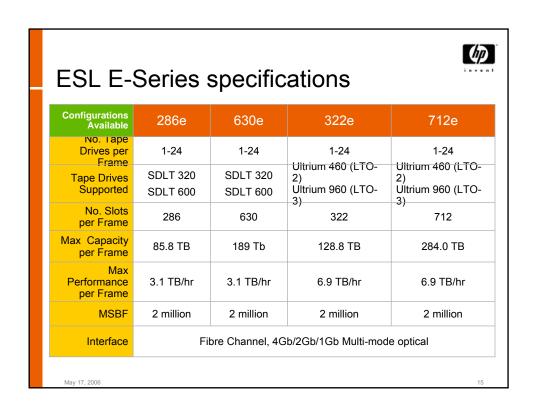
Key features:

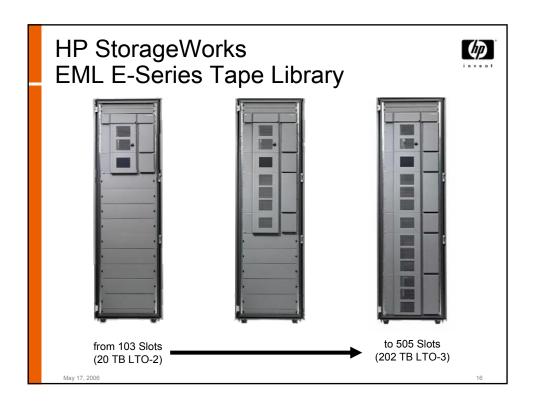
- Best density in the enterprise-class library market
 - Up to 24 tape drives per frame
 - Up to 712 cartridges per frame
 - Up to 28.4 TB of storage per square foot
- High-availability architecture with redundant, hot-swap components
- Built on the Extended Tape Library Architecture (ETLA)
- Removable load port magazines
- Supports both LTO and SDLT, including mixed media environments
- Enables partitioning up to six logical libraries
- Multi-unit scalability

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EML E-Series Tape Library

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Target application:

 The foundation for data protection solutions in medium to large data centers

Key features:

- Scales from 1 to 16 LTO drives available with Ultrium 460 (LTO-2) and Ultrium 960 (LTO-3) Fibre Channel tape drives
- Scales from 103 to 505 slots
- Built on HP's Extended Tape Library Architecture, the EML protects backups from disruption by SAN events and provides access control
- Touch-screen GUI interface
- User configurable load ports with removable magazines
- Enables partitioning for up to six logical libraries



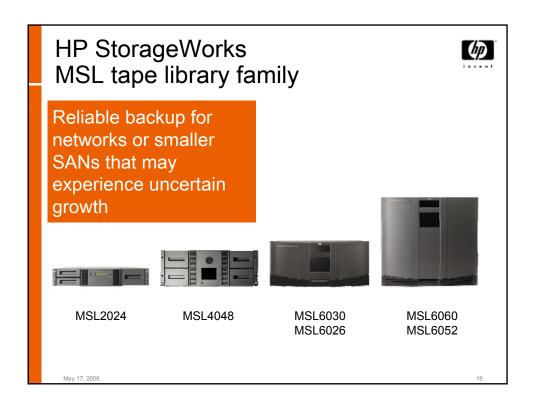
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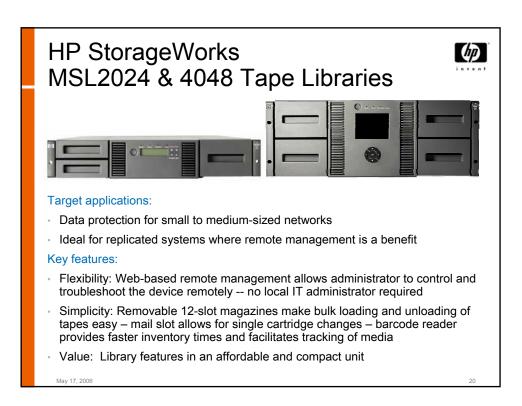
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EML E-Series specifications



Configurations Available	103e	245e	348e	505e			
No. Tape Drives	1-4 Ultrium 460 (LTO-	1-8 Ultrium 460 (LTO-	1-12 Ultrium 460 (LTO-	1-8 Ultrium 460 (LTO-			
Tape Drives Supported	2) Ultrium 960 (LTO-	2) Ultrium 960 (LTO-	2) Ultrium 960 (LTO-	2) Ultrium 960 (LTO-			
No. Slots	103	245 348		505 505			
Max Capacity (w/Ultrium 960)	41.2 TB (LTO-3) 20.6 TB (LTO-2)	98.0 TB (LTO-3) 49.0 TB (LTO-2)	139.2 TB (LTO- 3) 69.6 TB (LTO-2)	202 TB (LTO-3) 101 TB (LTO-2)			
Max Performance	1.1 TB/hr (LTO-3) 0.4 TB/hr (LTO-2)	1.1 TB/hr (LTO-3) 0.4 TB/hr (LTO-2)	1.1 TB/hr (LTO-3) 0.4 TB/hr (LTO-2)	1.1 TB/hr (LTO-3) 0.4 TB/hr (LTO-2)			
MSBF	2 million	2 million	2 million	2 million			
Number of I/F Controllers	1	1-2	1-3	1-2			
Redundant PSUs	0-1	0-2	0-3	0-2			
Interface	Fibre Channel, 4Gb/2Gb/1Gb Multi-mode optical						





MSL2024 & MSL4048 specifications



Models Available	MSL2024 Ultrium 448 (LTO-2)	MSL2024 Ultrium 960 (LTO-3)	MSL4048 Ultrium 448 (LTO-2)	MSL4048 Ultrium 960 (LTO-3)	
Form Factor	2U	2U	4U	4U	
# Slots	24	24	48	48	
Max Capacity (native)	4.8 TB	9.6 TB	9.6 TB	19.2 TB	
# Drives	1 or 2	1	1 to 4	1 or 2	
Max Performance (native)	48 MB/s 172.8 GB/hr	80 MB/s 288 GB/hr	96 MB/s 345.6 GB/hr	160 MB/s 576 GB/hr	
Media supported	LTO-2 (R/W) LTO-1 (R/W)	LTO-3 (R/W) LTO-3 WORM (R/W) LTO-2 (R/W) LTO-1 (R)	LTO-2 (R/W) LTO-1 (R/W)	LTO-3 (RW) LTO-3 WORM (R/W) LTO-2 (R/W) LTO-1 (R)	
Reliability	500,000 MSBF	500,000 MSBF	500,000 MSBF	500,000 MSBF	
Interface	Ultra160 SCSI	Ultra320 SCSI	Ultra160 SCSI	Ultra320 SCSI	

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HP StorageWorks MSL6000 Tape Libraries







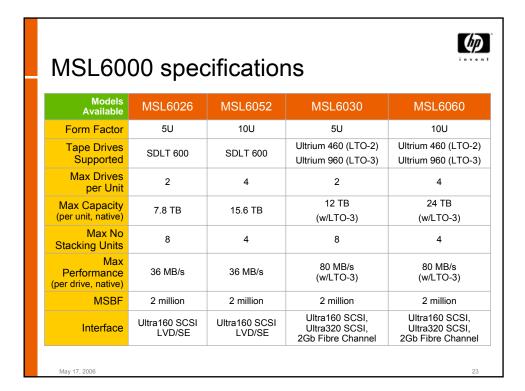
Target application:

Data protection for medium to large SAN or LAN networks, especially in environments with uncertain data growth

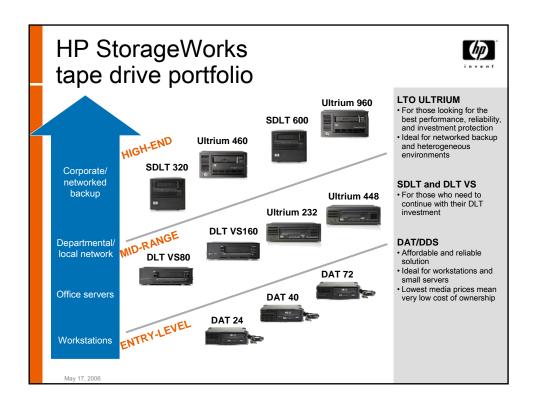
Key features:

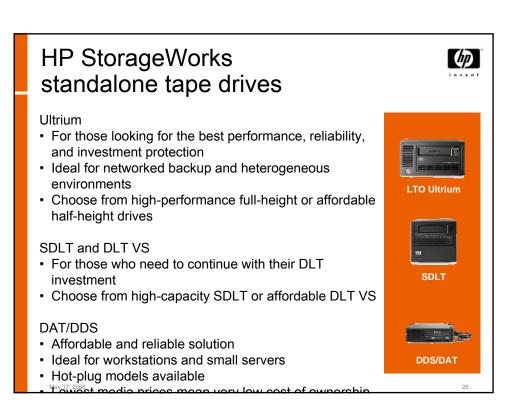
- Flexibility: Choice of tape technologies multi-unit scalability allows the library to grow with your storage requirements –web-based remote management
- Simplicity: Easy-to-use front panel GUI removable magazines for easy off-site storage – user-configurable mail slots
- Value: Compact form-factor provides the maximum storage in minimum space

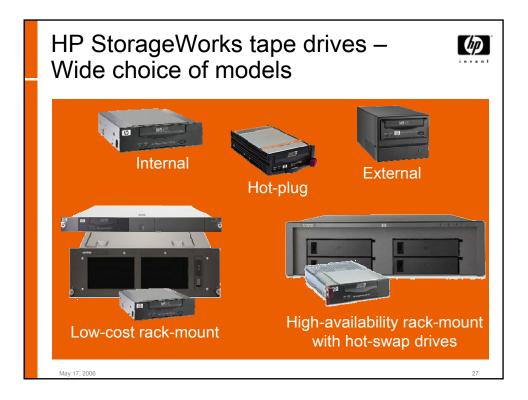
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Tape drive portfolio







HP StorageWorks Ultrium tape drives



- HP's premier family of backup devices
- Based on LTO Ultrium format, an open standard with a well-defined six-generation roadmap
- The best choice for investment protection
- Designed with ultimate reliability and ease of use in mind
- Choose from high-performance full-height or affordable halfheight models



Highest capacity, performance, and reliability for midrange to enterprise backup

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(Ip)

HP StorageWorks DAT tape drives

- HP's industry-leading family of low-cost backup devices
- Based on industrystandard DDS technology, an open format with an illustrious past and a bright future
- The most reliable tape drives in their class
- Two-generation backward read-write compatibility
- Low media and drive prices deliver low overall

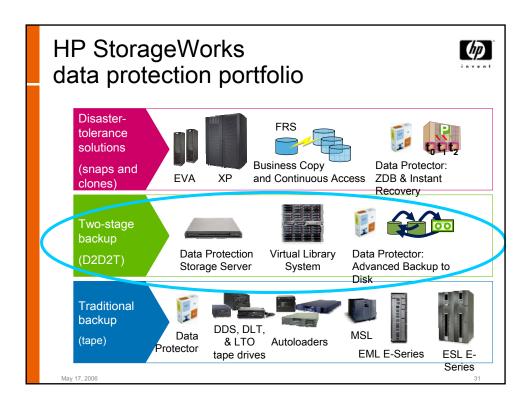


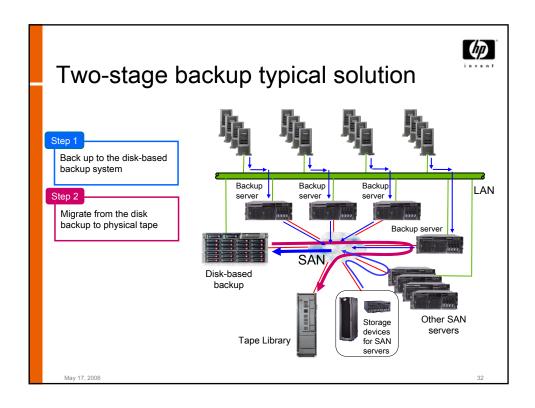
Ideal balance between cost and performance

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Two-stage backup solutions







HP StorageWorks 6000 Virtual Library System



Disk-based backup that emulates HP tape drives and libraries – ideal for SAN environments with multiple slow hosts

- Integrates seamlessly into current infrastructure
- Increases backup performance for slow SAN servers
- · Improves single-file recovery time
- Provides investment protection by scaling both capacity and performance
- EBS-certified with leading backup applications to ensure simple integration



Dramatically improves backup performance!

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HP StorageWorks 6000 Virtual Library System



Models	VLS6100		VLS6500		VLS6800			
	VLS6105	VLS6109	VLS6510	VLS6518	VLS6840	VLS6870		
Raw capacity	3.0 TB – 6.0 TB	6.0 TB – 12.0TB	6.0 TB – 12.0 TB	12.0 TB – 24.0 TB	12.0 TB – 48.0 TB	24.0 TB – 96.0 TB		
Useable native capacity (compression enables ~2:1)	2.5 TB – 5.0 TB	4.4 TB – 8.8 TB	5.0 TB – 10.0 TB	8.8 TB – 17.6 TB	10.0 TB – 40.0 TB	17.6 TB – 70.4 TB		
Interface	Two 2Gb FC ports		Four 2Gb FC ports		Four 2Gb FC ports			
Maximum aggregate throughput*	Up to 0.7 TB/hr (200 MB/s)		Up to 1.4 TB/hr (400 MB/s)		Up to 2.2 TB/hr (600MB/s)			
Max # of virtual tape drives	64		64		64			
Max # of virtual tape libraries	16		16		16			
May 17, 2006 * Maximum Aggregate Throughput is still theoretical – actual results will vary by environment								

HP ProLiant Data Protection Storage Servers



- Ideal for those with 3 or more Windows file servers who could benefit from:
 - Hourly rather than daily backup
 - End-user file restore
 - Centralization of branch office backup



Easy-to-deploy NAS appliances that use Microsoft Data Protection Manager (DPM) to provide near-continuous data protection of Windows file

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Storage media



HP Storage Media – Completing the solution



- Undergoes additional testing on a batch-by-batch basis to ensure consistently high quality
- Extensively tested in the areas of shock, vibration, and durability
- For more details, please consult the HP white paper, "Media Qualification and Testing – HP Does More" on:



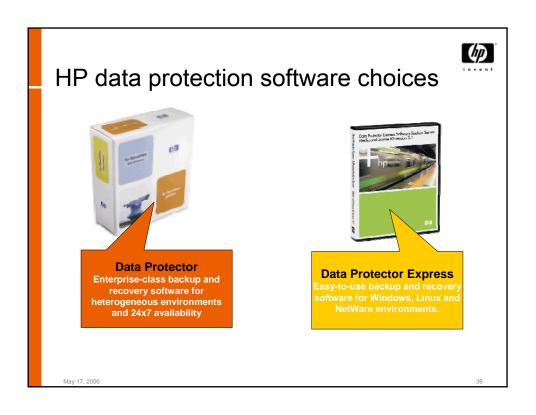
http://www.hp.com/go/storagemedia

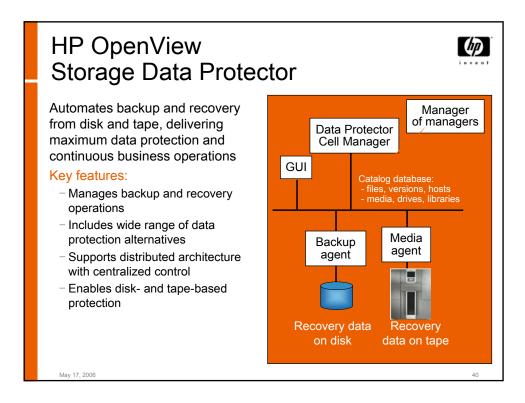
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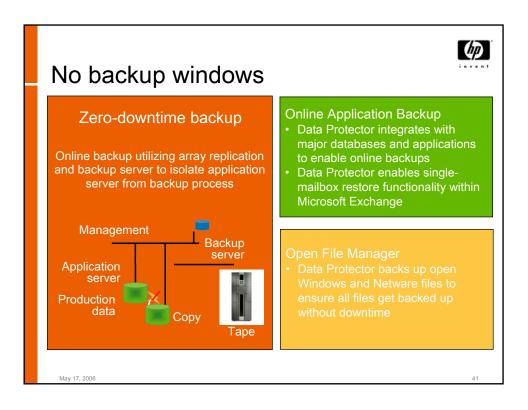
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Data protection software portfolio









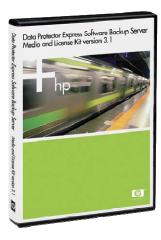
HP StorageWorks Data Protector Express



Designed for easy installation, ease of use and manageability for those without full-time IT staff

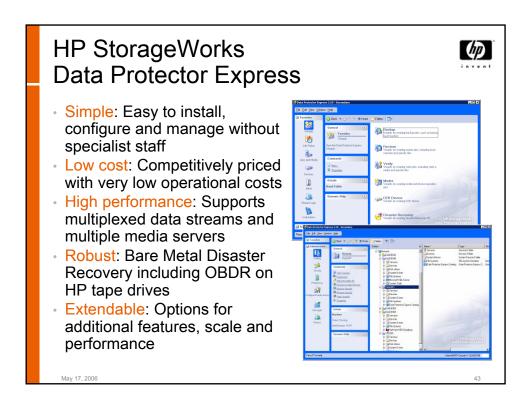
Key features:

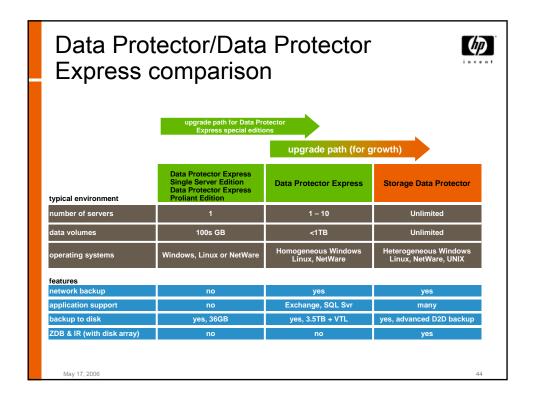
- Protects up to 10 servers and up to 1 TB of data
- Supports tape, disk and optical as backup media, as well as combinations
- -User installable
- Works in homogeneous Windows, NetWare or Linux environments



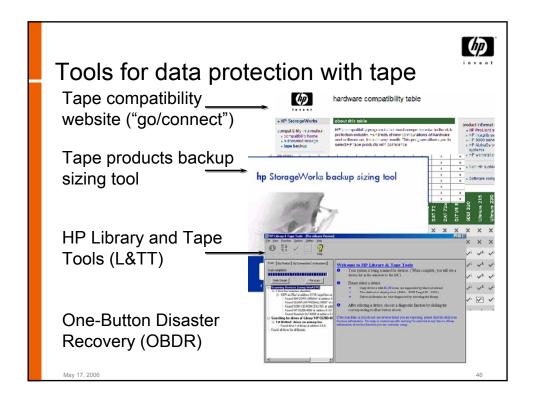
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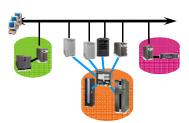
Tools



HP StorageWorks Enterprise Backup Solutions (EBS)



- Tools that make it easy to design, install and configure backup solutions
 - SANs, LANs, and direct-attach
- Certified interoperability based on open standards
- Foundation for advanced data protection
 - Zero-downtime backup solution
 - Two-tier backup
- Manages technology transitions for you
- Broad compatibility with leading backup applications



For more information: www.hp.com/go/ebs

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EBS 1-2-3



Making sense of data protection for your SAN



Step 1: Design

The Backup Sizer and EBS compatibility matrix provide detailed information on what size of system is appropriate and which components are supported.

Step 2: Configure

The EBS design guide provides detailed information on the setup and configuration of HP StorageWorks Tape Libraries, Fibre Channel Switches, HBAs, and RAID controllers.

Step 3: Implement

Backup application implementation guides and Extended Data Protection Solutions describe, in detail, how to configure backup applications for your particular needs.

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HP StorageWorks One-Button Disaster Recovery



- Restore your entire ProLiant server quickly, reliably and simply just by inserting the most recent backup tape and pushing one button on the tape drive
- No need to search for software disks and manuals – OBDR restores:
 - Operating system
 - Configuration
 - Applications
 - Drivers
 - Data files
- No need to make a new set of disaster recovery floppies each time configuration is altered or a peripheral added



"The sheer simplicity of OBDR means the risk of a user error during recovery, and therefore subsequent recovery failure, is significantly reduced."

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Library and Tape Tools (L&TT)



- Affordable: Free download plus quick installation
- Simple: Intuitive user interface requires no training
- Expansive: Web-based smart firmware downloads, updates and notifications

The most comprehensive diagnostic tool in the industry



For more information about L&TT, visit our Web site at: http://h18006.www1.hp.com/products/storageworks/ltt/index.html

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For further information Visit http://www.hp.com/go/storageworks

