

Drobo Solution Summary



Are You Protecting Everything You Should?

Windows Disaster Recovery (DR) Solution

w/ Replication using DroboElite™ and Double-Take Availability from Vision Solutions

Highlights

Solution built with the easiest-to-use product building blocks

Gives small enterprises and departments DR starting at under \$20K

Storage and replication software designed especially for SMBs

Replication cost does not grow as your data grows

Easy & affordable storage growth with mix & match of drives

Less than half the cost of comparable iSCSI SAN with disk to disk replication

Customer Challenge

Odds are you are not protecting all of the data in your business from a disaster. Enterprise disk-to-disk replication for DR may be a great fit and already in use for some of your applications. However, companies both large and small are not currently protecting all of their applications and data due to the prohibitive cost of doing so; are you? It goes without saying why business data needs to be protected from disasters, and companies from 10 to 10 thousand users need data protection just the same.

Backup is an important component of a data protection strategy, but does not provide for the recovery point objectives (RPO) or recovery time objectives (RTO) that business users prefer. Face it, business users have come to expect nearly instant recovery, even for applications that are not mission critical. DR with replication provides better RPOs and RTOs compared to backup, and complements backup for applications that must be recovered more quickly than backup alone can provide. Even if replication is already in place for larger applications, odds are more applications need it.

The Solution

A great deal goes on under the covers of data replication, with countless books and papers documenting the details. At a basic level for SMBs & departments, data is continuously copied between primary and secondary, so both are kept very close to being in-sync. High-end storage devices can provide this function, as can application appliances, or servers themselves when installed with special replication software. In the event of a disaster, protected applications can fail-over to the secondary site across a campus, across town, or over a long distance.

Replication solutions optimize the data communication between primary and secondary, making it more efficient to work around the characteristics of the network between sites. Simple copying of data between sites cannot compare with replication because of latency and bandwidth. The monthly cost of network is often the most expensive part DR, so unlimited capacity is not feasible. Replication technology minimizes the size of data copied between sites, and reduces the impact of latency to maintain performance over a wide area network (WAN).

Double-Take Availability

VISION
SOLUTIONS

vmware
READY

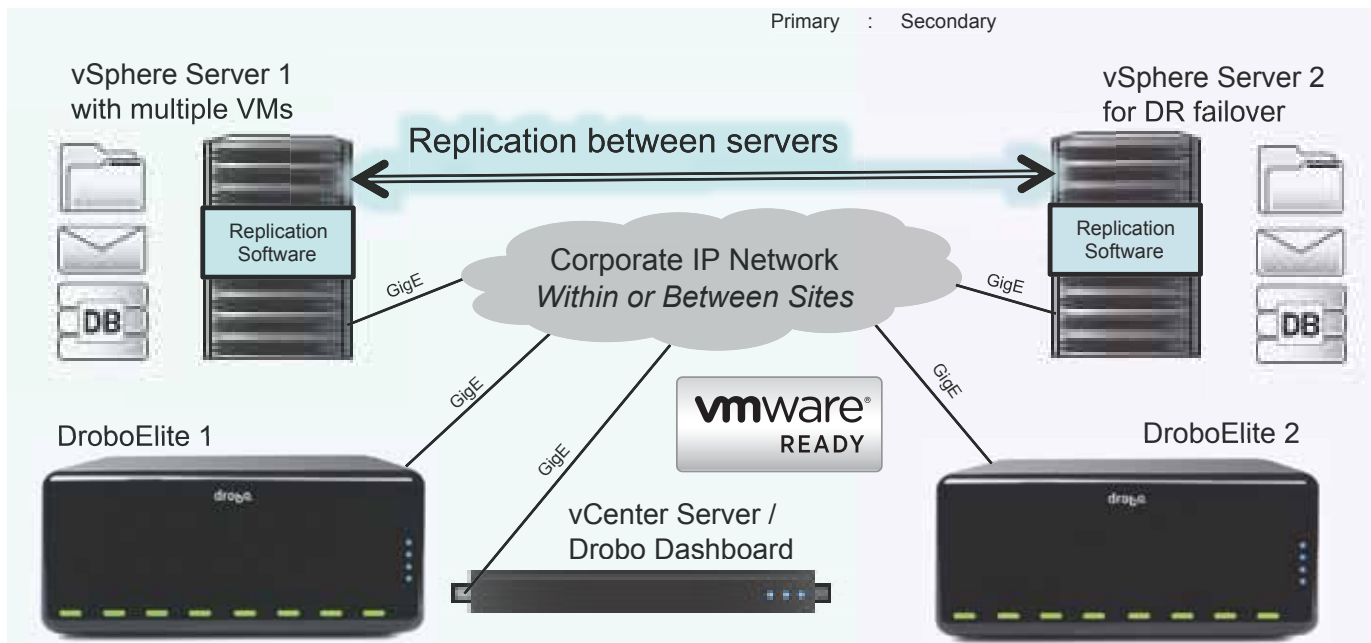
What You Will Need

Comparing iSCSI arrays supporting disk-to-disk replication to DroboElite & Double-Take Availability.

| What You Need | DroboElite + Double-Take | Simple-Start first-time SAN |
|--|---|--|
| 2 x SAN Storage, 8TB each w/1 yr maintenance | 63% savings for 2 server solution each with up to 5 VMs for SMBs | >\$60,000 for 2 arrays in entry config |
| The Big Difference | Nearly \$40K lower , get software + storage for ~\$20K, add any drives | Also higher cost to scale-up storage over time, locked-in to specific drives |

How To Build It

Block Diagram of tested solution with Virtualized Windows servers at primary and secondary sites, running Double-Take Availability and connected to DroboElite SAN via iSCSI.



High-level outline of steps, DR in less than 1 hour

- Install DroboDashboard on management server (can be on vCenter server or a VM)
- Deploy iSCSI SAN storage, easy 1-click setup w/ DroboElite, configure SmartVolumes
- Rescan to recognize storage, finish storage configuration with VMs
- Configure network to enable communication between sites (can be done in advance)
- Install Double-Take Availability software on your virtual servers, no reboot required on modern shipping Windows server OSs (Windows 2000 or earlier requires reboot).
- Configure Double-Take using the setup wizards, and you have DR!
- Test your DR failover anytime, it is easy (simply click "failover" ;-)

Where Drobo is Different

SAN storage is a must if you want to maximize mobility and flexibility for DR. Fibre Channel SANs have a high entry cost preventing companies with smaller configurations and budgets from participating. iSCSI can be lower in price, but even the lowest-cost iSCSI storage that includes built-in replication is expensive by most measures.

DroboElite provides superior data protection with BeyondRAID technology, in a package that is very affordable. Without the cost burden of disk-to-disk replication, customers can buy the two iSCSI SAN arrays they need for DR at less than half the cost of comparable solutions with replication built-in. The incredible ease-of-use is a huge plus!

More Information

Solution materials, including the webcast replay and Q&A with an expert guest @

<http://www.drobo.com/resources/DBN-DataProtection-092810.php>

Want to try it? Free 30-day evaluation @ http://info.drobo.com/droboelite_free_eval

Want to buy it? Ask your preferred reseller, or visit the where to buy page @

http://www.drobo.com/where_to_buy