ProStor InfiniVault™ Data Preservation Storage System
Frequently Asked Questions

ProStor Systems is the leader in enterprise-class removable disk storage systems for backup and data preservation providing the benefits of online storage with the economics of offline storage. ProStor InfiniVault™ virtualizes removable disk with network disk to dramatically lower data retention costs and power consumption. The ProStor InfiniVault data preservation system simplifies how IT professionals in small and mid-tier companies can provide users with low-cost, long-term data availability to meet even the most stringent governance, regulatory and legal retention requirements.

ProStor InfiniVault General Questions and Answers

Q: What is the ProStor InfiniVault data preservation storage system?
A: The ProStor InfiniVault™ is a secure, intelligent and cost-effective data preservation system capable of reducing the amount of data stored on primary storage by 50 percent, shrinking backup time by 50 percent and lowering power consumption by up to 75 percent. ProStor's InfiniVault includes removable disk to provide the access and performance of online storage with the economics of offline storage.

> **Q: How is the ProStor InfiniVault system packaged?**
> A: The ProStor InfiniVault data preservation system is packaged as an integrated network storage system. It includes all the hardware components with the data preservation operating system fully installed and quickly plugs into any IT environment.

Q: How many ProStor InfiniVaults have you shipped?
A: We started shipping ProStor InfiniVault early in 2008. As of August 2008, we have shipped product into a broad range of customers including financial institutions, biotechnology companies, healthcare organizations, public universities, radiology clinics, real estate managers and telecommunications.

Q: I already have archiving software, why do I need ProStor InfiniVault?
A: ProStor InfiniVault makes a perfect storage target for a wide variety of archiving, HSM and ECM applications. On economics alone, using InfiniVault with your archiving software will save you money over either disk or tape storage for your archived data. If you have compliance needs for your archived data, ProStor InfiniVault provides the hardware enforcement of the compliance managed by your software.

Q: I already have a virtual tape library (VTL), why do I need ProStor InfiniVault?
A: A VTL system is designed to alleviate some of the performance problems associated with traditional tape backups. ProStor InfiniVault can improve the performance of your VTL solution by eliminating 2/3 of the data (for a typical customer) that has to be streamed from clients through the network to the backup server. ProStor InfiniVault will allow your VTL to fill slower, need less costly upgrades and work more efficiently.

Q: Is ProStor InfiniVault a backup appliance?
A: Using ProStor InfiniVault to preserve your static data can shrink your backup time by 50%, however, the system itself is not designed specifically as a backup device.

Q: Is the RDX technology that ProStor InfiniVault is based on widely available?
A: RDX has become the defacto standard for the rapidly growing market segment of removable disk storage. The product is currently shipping from a number of system and storage vendors including Dell (where it's known as RD1000), HP, Fujitsu-Siemens, Hitachi, Tandberg Data and Imation. With 100,000 drives and more than 300,000 cartridges sold, RDX has captured 90% of the removable disk market.

Q: What kind of storage projects can I use ProStor InfiniVault for?
A: The data preservation capabilities of the ProStor InfiniVault can provide a low-cost and minimal power usage alternative to disk and/or tape for a number of storage projects including backup optimization, tiered storage (storage optimization), active archiving, regulatory compliance, legal storage, and tape reduction projects.

Q: How can you claim that ProStor InfiniVault has "infinite" capacity?
A: The combination of ProStor InfiniVault's data preservation operating system and the proven RDX removable disk technology allow InfiniVault to continue to store data on removable disk after removable disk while constantly providing you with network access to every file the system has seen.

Q: How is ProStor InfiniVault a green solution?
A: By including the RDX removable disk technology, ProStor InfiniVault is designed to use only a quarter the power of traditional disk and tape solutions for preserving data. When the RDX disks are inactive in the ProStor InfiniVault, they automatically spin down. Files are still available for near-instant access but they aren't consuming power or requiring cooling. Once the removable disks are full and are removed from the system, they don't use any power at all.

Q: How do you sell ProStor InfiniVault?
A: ProStor InfiniVault is available through ProStor Authorized Resellers. All these resellers have experience in helping customers with their storage optimization solutions. Visit the Contact Us section of the ProStor Systems website and we'll arrange an introduction with a reseller in your area.

ProStor InfiniVault Technology Questions and Answers

Q: Can I use standard RDX cartridges in my ProStor InfiniVault system?
A: Yes, RDX cartridges from any of ProStor's licensed manufacturers work in the ProStor InfiniVault system. Cartridges of any size can be used throughout the system in any configuration.

Q: Is ProStor InfiniVault a CAS system?
A: ProStor InfiniVault uses CAS features to track and verify all the content in the system, ensuring the immutability of the data. As such, it provides many of the capabilities of traditional (and expensive) CAS systems while providing a much more open NAS-like interface.

Q: Can I also use ProStor InfiniVault as a file server?
A: No, in order to provide the level of security needed for compliance with multiple regulations, the ProStor InfiniVault system is delivered as an integrated system and not a general file server.

Q: Is my data protected once it's removed from the ProStor InfiniVault system?
A: ProStor InfiniVault can encrypt files as they are written to the RDX removable disk cartridges. In addition, ProStor InfiniVault tracks and manages all the encryption keys freeing customers from that task. A cartridge that is removed from the system and sent to an offsite location is completely protected until it's returned to the ProStor InfiniVault system that created it.

Q: Why do you talk about native and compressed capacities with ProStor InfiniVault?
A: The native capacities are the minimal amount of data ProStor InfiniVault will store. ProStor InfiniVault includes several techniques to increase the amount of data stored on removable disk. First, ProStor InfiniVault provides single instancing of files within each data repository, saving only the first copy it sees. Secondly, ProStor InfiniVault can compress data (typically 2:1) as it is being written to the RDX removable cartridges. Both of these techniques work to reduce the amount of removable storage that needs to be purchased, saving you money.

Q: How does ProStor InfiniVault represent itself on my network?
A: ProStor InfiniVault is an intelligent system that connects to the data network via the CIFS or NFS

protocols, similar to a NAS system. Appearing as a Windows drive letter or NFS mount point on corporate LANS, users can preserve and access information based on their standard network permissions.

Q: What applications can I use ProStor InfiniVault with?
A: ProStor InfiniVault has been tested with several dozen archiving and content management applications including email archiving, ECM and HSM applications as well as scripts and system utilities like Windows Explorer. We are adding more tested applications to our supported list on a regular basis.

ProStor InfiniVault Competitive Questions and Answers

Q: Why is ProStor InfiniVault better than tape, disk or optical for data preservation?
A: ProStor InfiniVault offers the best of fixed disk solutions (high performance, random access) and the best of removable solutions like tape or optical (offsite data protection, low power usage, infinite capacity).

Q: But why do you think ProStor InfiniVault is better than SATA disk?
A: The main reason ProStor InfiniVault is better than fixed-disk is that the solution is not complete – there is NO built-in protection for the data. Customers either have to buy two complete SATA-based systems with expensive replication software or some removable solution (tape or optical) with software to make backups. In addition, fixed-disk archive solutions do not scale well – once your system fills up, you have to purchase another system. With ProStor InfiniVault, all you have to do is add removable disk cartridges to the system.

Q: Why is ProStor InfiniVault better than tape?
A: The main reason why ProStor InfiniVault is better than using tape for data preservation is that the sequential nature of tape does not allow for fast searching and rapid retrieval of information. In addition, tape has issues with forward and backward compatibility from generation to generation and a host of other operational limitations.

Q: How about optical solutions, why is ProStor InfiniVault better?
A: There are a number of limitations which have relegated optical solutions to only a few niche areas over the years. First, optical drive performance and media capacity has not been viewed as enterprise-level. There are also many competing optical formats which is confusing. Finally, optical has the same issues as tape with forward and backward compatibility from generation to generation (typically with a long and expensive development cycle between generations).