

# Unitrends™

## MORE OF EVERYTHING. FOR LESS.

Rapid Recovery systems from Unitrends have been the preferred data protection/disaster recovery application for small- and medium-sized businesses (SMBs) for years. Now there's a new generation, optimized for experienced users moving to a VM/SAN environment. The Recovery-7 Series of appliances provides greater storage capacity, outstanding performance and dramatically lower cost-per-terabyte than competitive offerings.

### WHO SHOULD CHOOSE RECOVERY-7 SERIES?

The Recovery-7 Series is designed for SMBs with heterogeneous environments, including a mix of hardware (servers, desktop PCs, notebooks), operating systems and applications, storage (DAS, NAS, SAN), and virtualization. It provides the rock-solid data protection and disaster-recovery elements missing from the typical VMware/SAN environment. Three different systems (710, 720, and 730) are designed to meet the needs of a wide range of user environments.

### WHAT MAKES RECOVERY-7 SERIES UNIQUE?

- > Recovery-7 Series is Unitrends' next-generation hardware platform, featuring our most powerful processors, 8GB of RAM, and advanced RAID architecture for maximum protection and flexibility.
- > Up to 15TB of raw disk capacity; with standard in-line compression, this offers protection for as much as 30-60TB of user data.
- > Effective cost-per-TB of as little as \$500, significantly better than both other data backup appliances, and offerings from the best data deduplication vendors (Data Domain, FalconStor, Exagrid).

### WHAT'S MISSING WITH VMWARE AND A SAN?

There are a number of reasons why VM-and-SAN environments do not provide adequate data protection and disaster-recovery functionality. These include:

- > There are almost always important servers "orphaned" from the SAN—systems running Novell or Solaris, for example—as well as desktop and laptop systems that need protection. These servers and user systems often contain critical data, and firms following best practices choose solutions that protect all the organization's systems and data.
- > Granular, layered retention strategies are a key principle of information lifecycle management. Retention must be supported in an optimized fashion or the user will quickly run out of space meeting even relatively minor retention requirements, let alone more stringent regulatory requirements. Further, SAN snapshots do not provide the ability to recover various prior versions of a key file or an entire system.
- > Legislation and regulations like FCRP and HIPAA have created compliance obligations that cannot be met without specialized retention and archiving outside the capabilities of SANs.
- > SAN replication does not protect against viruses and other malware; rather, it accelerates their propagation and reduces the firm's ability to recover to an uninfected state.
- > SAN snapshots do not accommodate a master-and-incremental strategy, nor policies for exclusion of partitions, folders or file types, and are thus inefficient consumers of very expensive SAN storage.
- > Snapshots provide no ability to search (especially across backups) for particular files or folders, slowing recovery.

These are among the reasons that VMware's own statements and literature recommend use of a third-party backup tool to provide adequate data protection and disaster recovery. And, in an environment of falling worldwide IT expenditures and storage hardware sales, Gartner reports that backup and recovery purchases still represent the largest segment at \$1.4 billion in 2008, growing at more than 10%/year.

Most VM/SAN users quickly conclude that a Unitrends solution is more capable and more economical than the alternatives.

# Recovery-7 Series

## WHAT BACKUP OPTIONS EXIST, AT WHAT COSTS?

IT staffs can assemble a backup system using conventional hardware and software; this can be done for total costs starting at \$15,000 (and about \$3,000/TB), excluding the substantial costs of integration and ongoing management through multiple systems and interfaces.

Unitrends provides fully-integrated Recovery-7 Series appliances for costs beginning at \$9,995, and less than \$1,000/TB. These incorporate the industry's best interface for efficient and powerful operation.

Competitive offerings typically carry entry prices of at least *double* Unitrends', and per-TB costs *four times* higher.

System Component	Typical Cost	Recovery-7 Series	Competitor
Application Server	\$2,500-\$7,500		
Backup Software	\$10,000 (Backup Exec)		
De-dupe (Data Domain)	\$300-\$800/TB		
SAN	\$5,000-\$8,000/TB		
LTO-4 Tape, media, etc.	?		
Integration/management	?		
Entry-level backup system	>\$15,000	\$9,995	~\$22,000
Typical Cost per TB	>\$3,000	Recovery-710: \$800-\$1,600 Recovery-730: \$500-\$1,000	\$4,400

### Why Unitrends?

- > Integrated, proven appliances at unmatched low cost and high value
- > Adds true data backup/disaster recovery to the high-availability provided by the SAN
- > Minimizes backup storage costs; saves expensive SAN capacity
- > Allows protection of all the organization's data, not just systems on the SAN
- > Accommodates over 40 operating systems and application environments
- > Provides flexible retention and true rapid recovery of files, folders, or entire systems
- > Supports compliance requirements
- > Provides the speed and reliability of disk-to-disk architecture vs. tape
- > Electronic vaulting saves expensive WAN bandwidth and avoids need for a replicated SAN
- > Advanced ImmuniLogical™ protection avoids inadvertent replication of viruses and malware
- > Radically decreases the operational expense associated with data protection
- > Protects everything: SAN, NAS and DAS, as well as virtual and physical servers, PCs, and notebooks

Visit [www.avax.com](http://www.avax.com) for further product releases and enhancements.  
We welcome your suggestions. Please email us anytime at [sales@avax.com](mailto:sales@avax.com).

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