

How to Meet Storage Challenges



IDEALSTOR

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TECHNOLOGIES

This webinar will cover

- The Compliance Challenge Facing the Enterprise
- Positioning cost effective WORM Appliance Solutions
- Idealstor's business opportunity for the VAR Partner

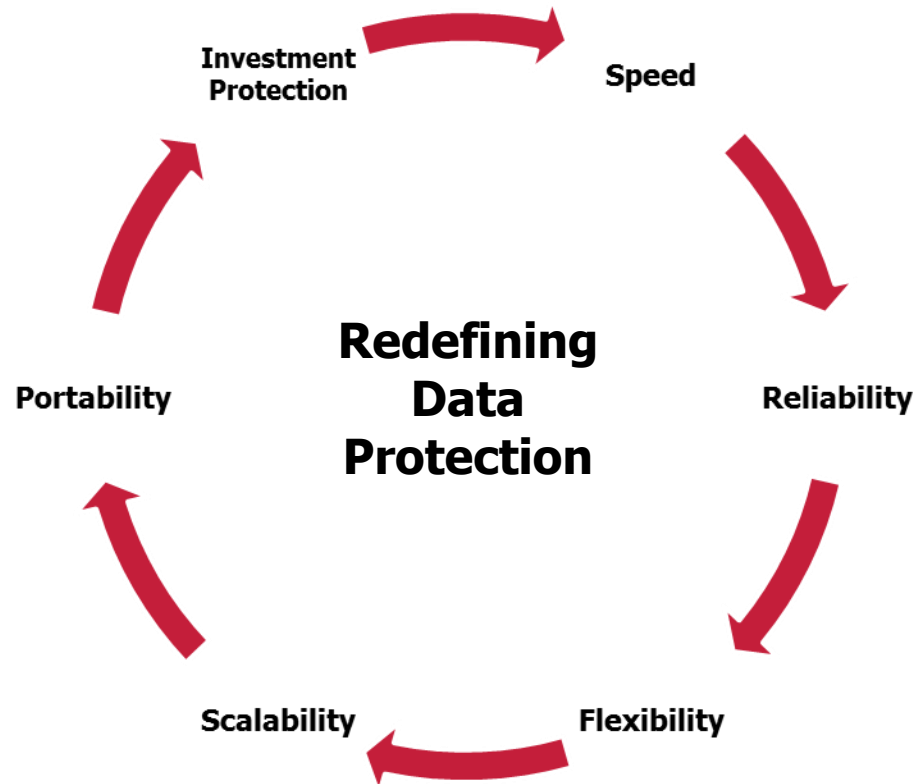
Compliance Challenges

- **Legal and Regulatory Requirements**
- **Electronic Storage Reliability**
- **Record Retention**
- **Readily Retrievable**
- **Disaster Recovery**
- **Trustworthiness**
- **Accuracy**

Example of Industry Segments

Industry	Regulator	Record Type	Retention Period
Securities Broker/Dealers	SEC	New account records	Life of account + 6 years
Pharmaceutical	FDA	Records related to new drug applications	Date of submission + 5 years
Health Care	HIPAA*	Patient Records	Life of patient + “n”** years
Government	FOI Act	Governmentally Created	20 to infinity years

WHAT IS IDEALSTOR?



Idealstor Worm Appliance

- The Idealstor WORM appliance is an all in one archiving system designed to protect your critical data against accidental, premature, or malicious alteration or deletion.



2 Bay WORM – BW4U-2E



4 Bay WORM – BW4U-4E



6 Bay WORM – BW4U-6E



8 Bay WORM – BW4U-8E

Idealstor Backup Appliance

- The Idealstor Backup Appliance is an all in one backup system designed for fast, reliable and secure backups. The Idealstor Backup Appliance is a complete backup system that offers up to 32TB raw removable disk capacity and ships with Windows Server 2008/2012 and options to bundle the Paragon Drive Backup Server software.



Idealstor 2 Bay – BA4U-2E



Idealstor 4 Bay – BA4U-4E



Idealstor 6 Bay – BA4U-6E



Idealstor 8 Bay – BA4U-8E

Drive Backup Software

- **Powerful backup options and easy scheduling for “Set-and-forget” operation**
- **Sector Level Image backup for Bare metal restores**
- **Restore to dissimilar hardware**
- **Instantly restore a critical server to a virtual environment**
- **Password protect your backup**
- **Boot Corrector**
- **Recovery of individual files or folders**
- **Backup all critical applications consistently like Exchange, SQL, etc.**

Product Positioning

- True disk to disk backup system that does not require tape or replication to store data offsite
- Provides the speed, capacity and reliability of SATA disks coupled with the portability of tape
- High margin product that solves a customer need – 25% off on registered deals
- Very few competitors and solid registration program – ensures margin remains high
- Can sell additional products (backup software, disk media, WORM) and services with system
- Very customer focused solution – solves many client's backup issues

Idealstor Registered Partner Benefits

As an Idealstor Registered Partner you will gain access to a wealth of tools and resources designed to augment your existing sales, marketing and support efforts, including:

- Price protection for registered leads
- Joint selling activities with Idealstor's senior sales force
- Marketing/branding tools including logos and direct mail/advertising templates
- Business planning sessions with Idealstor sales professionals to identify and target key opportunities

For more information

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Thank You!