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"For over a decade Coolspirit have been supplying the UK's top organisations with storage products and solutions so be assured we will meet your requirements head on.

It's all about getting things right first time, quickly and simply!"

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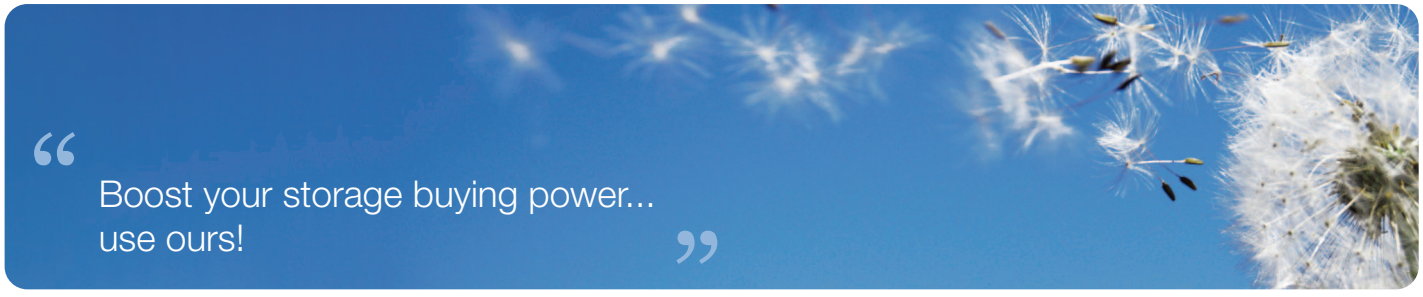
**Office hours**

| | |
|---|---|
| mon - thurs | 8:30am - 5:30pm |
| fri | 8:30am - 5pm |
| sat - sun | Closed |

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Overland STORAGE®

# Disaster Recovery Plan — Solution Brief

## How to Implement a Disaster Recovery Plan for SMBs with SnapServer® SAN S2000

### Why do you need it?

When companies add new storage to their data center, a key consideration is ensuring data availability.

SMB Disaster Recovery Statistics

- 47% Have NO Disaster Recovery Plan
- 23% Backup Daily

Average Outages

- 3 in the last year
- 8 Hours Each

Leading Causes

- Virus/Hacker Intrusion
- Fire, Flood, Quake

### How we help...

The S2000's robust data protection features enable you to rapidly and easily implement a solid disaster recovery plan.

- ✓ Over 29 years of expertise in data protection
- ✓ Ensures data availability and business continuity
- ✓ Application-aware replication and backup provides data consistency
- ✓ Flexibility to support a variety of replication models: 1-to-1, 1-to-Many
- ✓ Intelligent snapshots for hundreds of thousands of replica recovery points
- ✓ Supports most operating systems and backup applications

Implementing a Disaster Recovery plan is an imperative for today's businesses. According to Symantec's *September 2009 SMB Disaster Preparedness Survey*, **almost half of all SMBs have no formal plan in place in the event of a disaster**. With an average of 3 outages a year, lasting about 8 hours each, most respondents reported data loss and loss of business due to the event. The leading causes cited were virus or hacker intrusion, power outage, fire, flood, and earthquake. The inability to access or retain customer information, enter orders or lose valuable intellectual property leaves SMBs vulnerable to their competitors. Without having a way to recover information and applications quickly, many SMBs simply won't survive in this tough economy. Today, for disaster recovery, there are a number of choices ranging from traditional tape with manual offsite recovery mechanisms, to complex multi-site replication. As varied as each of these choices are, they all claim to accelerate recovery times. So, how do you choose the solution for your environment that won't break your budget?

### Go With the Expert

For over 29 years, Overland Storage is the proven thought leader in designing purpose-built storage solutions for SMBs. Unlike other storage companies who bolt-on features to systems originally designed for home use—or enterprise companies who water down systems to make them more affordable—Overland designed its storage solutions to contain the capabilities, reliability, and integration that SMBs require. The SnapServer SAN S2000 is the most recent product addition and allows SMBs to leverage their existing Ethernet-based infrastructure to deploy affordable SAN solutions that are much simpler to install and manage than expensive Fibre Channel-based SAN solutions. Utilizing the S2000's powerful replication option enables your business to create a Disaster Recovery scheme for an iSCSI SAN that is powerful, yet flexible—providing rapid data recovery in the event of a disaster. IT Managers and business owners will sleep well at night knowing their most critical data is protected.

## Flexible and Simple to Deploy and Manage

With Overland's integrated software for deploying and managing the S2000 into Windows environments, creating a Disaster Recovery solution couldn't be easier. The SnapServer SAN Manager tool for Windows makes replications and backups of your critical Windows applications very simple, only requiring a few mouse clicks as compared to the multiple steps found in other systems. Because many businesses have more than one operating system in their environment, we designed the Replication option to be OS agnostic and works with any Windows, Linux, UNIX, or Apple initiator host OS connected to the S2000 iSCSI SAN appliance. Powerful Snapshot technology is integrated with the asynchronous replication engine, enabling the copying of only the delta changes between replication jobs.

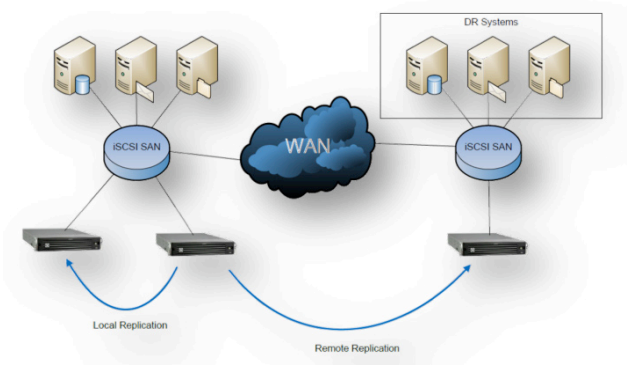


**Figure 1 – SnapServer SAN S2000's configured with Replication option**

Traditionally, block-based replication models only support a one-to-one relationship for replicating data, which only helps if all your data lives at a single site. With the S2000, administrators have the flexibility to support one-to-many replication models, which is required if you have one or more branch offices or backup offsite. The S2000 allows you to replicate source volumes to multiple recovery sites which further maximizes your ability to recover data.

## Application-Aware Replication and Backup

Disaster Recovery means you are able to get back up and running quickly with your data and applications intact after a catastrophic event. With the integrated Windows Volume Shadow Copy Service (VSS) and Virtual Disk Service (VDS) Providers for the S2000, you can ensure that your VSS-aware applications (such as Microsoft SQL and Exchange) are quiesced and consistent before backing them up or replicating them offsite. This integrated VSS Provider enables the S2000 to create application consistent replications, which extends application-aware data protection beyond just replication, to any Windows-based backup package that leverages VSS.

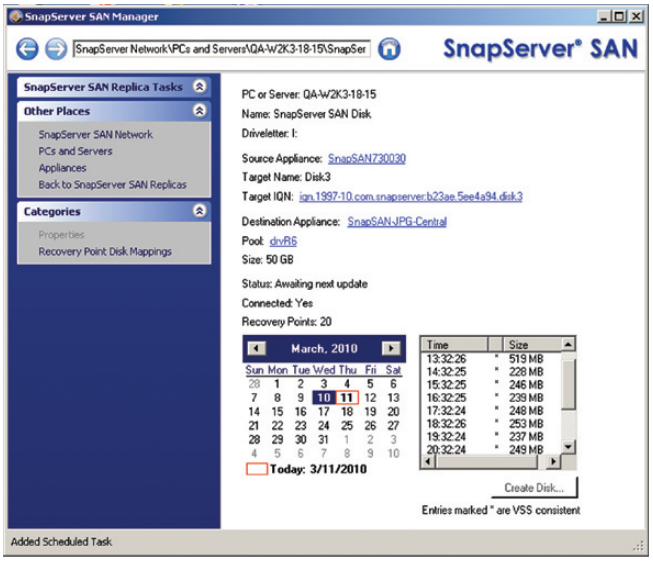


**Figure 2 – SnapServer SAN Manager screenshot of Replica Recovery Points**

## Intelligent Snapshots for Crash Consistent Replications

The use of snapshot technology provides granular point-in-time replica recovery points of volumes. Since the snapshot and replication mechanisms for the iSCSI targets are managed within the S2000, it is easy to coordinate local scripts with an appropriate replication schedule for your non-Windows hosts (such as Linux and UNIX). By scheduling the data sets on the volumes to be consistent with "no data changes pending", you can safely coordinate the replication job to occur in a replication backup window of mere minutes, regardless of the size of the data volume. The intelligence of the S2000's replication engine will automatically take a snapshot of the source volume and then replicate the data to the destination S2000 appliance, ensuring crash consistent data recoverability.

## Hundreds of Thousands of Replica Recovery Points

Replica Recovery Points offer key benefits when using the S2000 with replication. In addition to recovering from a disaster, this capability also allows you to restore a file deleted in error or roll-back to a safe point in time before a virus' intrusion. When replication jobs execute from the source S2000, the destination S2000 takes the deltas (changes since the last replication) and stores those changes—plus the original data volume as a recovery point. Each subsequent replication job continues this operational model which automatically stores and keeps track of hundreds of thousands of recovery points (or as many as the available capacity on the destination S2000 appliance will allow). To provide efficiency and keep capacity costs down, the S2000 allows you to store a tremendous number of recovery points without using a lot of capacity, since only the changes are stored as part of each subsequent recovery point. This model of very granular recovery points is often referred to as Near-CDP. Continuous Data Protection (CDP) recovery schemes offer an efficient model for maintaining very granular Recovery Point Objectives (RPO's) for those administrators that need the ability to recover from a very granular set of recovery points.

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|---|---|
| **Min. Solution Requirements** | S2000 2U iSCSI SAN Appliance<br>SnapServer SAN Replication License per S2000 Appliance |
| **RAID Support** | 0, 1, 5, 6,10, 50, 60 |
| **Capacity/S2000 Appliance** | 12 drives SAS, SATA (intermix supported) |
| **Capacity Expansion** | Up to seven 2U 12 drive E2000 enclosures can be added |

| Microsoft Certifications | VMware Certifications |
|---|---|
| ✓ Windows Server 2003<br>✓ Windows Server 2008<br>✓ Windows Server 2008 R2 | ✓ ESX 3.5 Update 5<br>✓ ESX 4.0 Update 1 |

### About SnapServer SAN S2000

To learn more about the SnapServer SAN 2000 solution for iSCSI SAN environments and easily integrating storage into your VMware and Hyper-V deployments, visit: **www.overlandstorage.com/SAN**.

### About Overland Storage

For over 29 years, Overland Storage has helped businesses effortlessly store, manage and protect their data. To learn more about Overland Storage's complete line of NAS, SAN, VTL and Tape solutions, visit: **www.overlandstorage.com**.