Plasmon Automated Storage Solutions

For Microsoft Exchange Archives

The Email Retention Problem

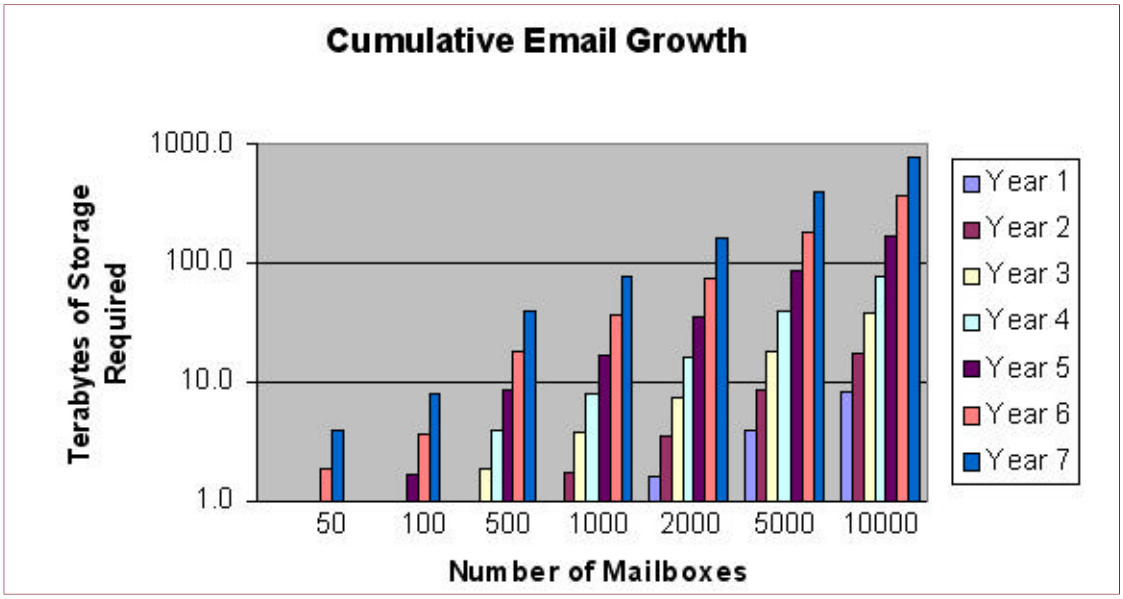
Corporate email has become a key business-critical asset for corporations. Emails contain many of the records and corporate history that companies use to run their businesses. Email growth and retention requirements are causing organization to invest in additional server and storage capacity to simply keep up. With this growth, administrative costs increase exponentially, with no obvious way to control and manage the growth. In addition, rules governing retention of documents, including emails, has raised corporate exposure to expensive discovery costs and fines for non-compliance. Corporate email has become a storage management and administrative nightmare!

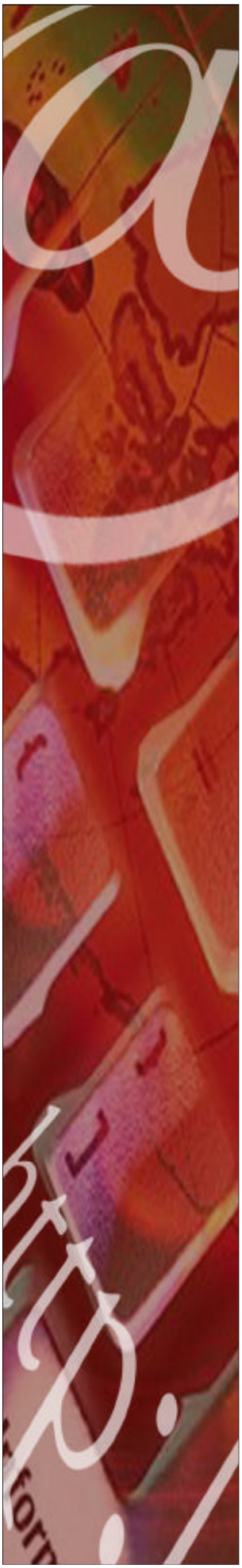
To add to these challenges, new regulatory requirements are requiring the preservation and management of email communications and their various attachments for extended periods of time. Simply storing all emails, will soon lead to a management and storage growth issue, which will cause costs to skyrocket in an uncontrolled fashion. Even smaller organizations will find that storing all this email on magnetic disk will not only be expensive and unreliable, but the administrative costs associated with preserving this data are many times the cost of the actual magnetic disk subsystem. And, for those installations, which must follow certain state and federal regulations for data retention and tamper-proof media, magnetic disk is not even an option. To store the information on magnetic disk, without maintaining a copy on paper or microfilm would violate the rules.

In addition, as email and attachment volumes grow, Exchange server backup requirements increase leading to additional administration costs. As a direct result of this volume growth, Exchange server performance degrades to unacceptable levels requiring additional Exchange servers to be added. This adds additional hardware and administrative cost with no obvious way to control the cost.

The net result is that companies are looking for a cost effective solution to meet their state and federal regulatory requirement to archive information, but do this in a way that:

- Emails and attachments are archived, reducing the total volume contained in the Exchange Server
- Reduce the time to backup and, more importantly, restore Exchange Server based message stores.
- Provides email content and lifecycle management
- Provides Exchange Server consolidation by reducing the size of exchange message stores via archiving
- Provides a cost effective storage solution that can scale to capacities necessary to store emails for the required retention period without excessive administrative costs
- Provides a storage solution which can effectively retain critical corporate emails for the specified retention period
- Provide a reliable information storage solution that can be accessed in a timely and effective manner, including surveillance capabilities





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Plasmon Approach to Email Archiving and Storage Management

Plasmon has teamed with leaders in the Exchange archiving market to provide a complete solution for email archiving and storage management. In combination with these key partners and applications, a totally integrated solution for email management can be delivered which provides cost effective storage in addition to industry leading email archiving and management solutions. Plasmon can provide the appropriate automated storage solution to meet the specific scalability, cost, retention, and data permanence requirement of the specific installation environment.

Plasmon is in a unique position to offer automated storage solutions for 5.25" Magneto Optical, DVD and Tape. Each of these storage technologies provides cost effective and highly scalable storage in addition to data permanency via tamper-proof WORM (write once, read many) media. Plasmon's wide range of storage options provide each unique Exchange environment with the right solution and a demonstrable ROI. .

Below is a brief summary of automated archiving technologies provided by Plasmon:

5.25" WORM and Rewriteable Magneto Optical (MO) Disk

Plasmon offers 5.25" Rewriteable and WORM Magneto Optical disk solutions, which scale from 582GB to 5.8 TB. MO technology provides the highest degree of data permanency with its tamper-proof WORM technology. This robust cartridge based storage technology is virtually indestructable and impervious to the effects of outside magnetic radiation, dust, and scratching.

Combining the best of breed archival life (50+ years) and the unmatched load/unload cycles, MO is clearly the best storage solution for those installations requiring the highest level of data protection. MO also provides high performance access to data while still providing a low $/MB as compared to magnetic disk storage. Typical random data access times for MO in an automated library range from 5-8 seconds. Hence, for environments where repeated access to archived data is expected, MO is the right choice. MO technology has been used for data intensive applications such as banking and financial services, government, insurance, transportation, utilities, manufacturing, retail trades, services and healthcare. **For high performance, high access and security, MO is the preferred solution.**

DVD-R and DVD-RAM

Plasmon offers DVD solutions which scale from 564GB to over 20TB. DVD technology provides a lower cost per MB than MO, but trades off performance and data permanency. DVD's roots are in the consumer entertainment market where low cost and high capacity are key criteria. In the data storage environment, no other random access storage media can deliver such value. However, data access profiles need to be considered before considering DVD. DVD is best suited for environments where archived data will only be accessed infrequently and high performance access is not needed. Typical random data access times for DVD in an automated library range from 20-60 seconds. **When small footprint, random access, low cost and infrequent access requirements are expected, DVD is the preferred solution.**

Tape

Plasmon offers Ultrium LTO and AIT tape solutions, which scale from 750GB to 10.2 TB. Tape provides the lowest cost per MB of any of the storage solutions. Tape continues to provide an aggressive roadmap to higher performance and capacities. Current technology provides 100GB's on a single tape cartridge. With data compression at the drive level, additional boost in transfer rate and capacity are achieved. In an automated library, highly scalable storage solutions can be provided in a small footprint. Tape provides high capacity and transfer rates, but data access times are significantly slower than MO or DVD. Typical random data access times for tape in an automated library range from 15-60 seconds. So, only environments which expect infrequent access to archived data, should consider tape. **When small footprint, high capacities, low cost and infrequent access requirements are expected, tape is the preferred solution.**

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