

TYPE	VTL	NSS	CDP
Virtual Tape	●	⊘	⊘
Storage Virtualization	⊘	●	⊘
Continuous Data Protection	⊘	⊘	●
iSCSI	●	●	●
Fibre Channel (FC)	●	●	●
InfiniBand (IB)	⊘	○	○
High Availability (Active/Active)	●	●	●
Mirroring	⊘	●	●
TimeMark® Snapshot	⊘	●	●
De-duplication	●	⊘	⊘
Replication	○	○	○

● Included ○ Optional ⊘ Not Applicable

- >> World leader in disk-based data protection
- >> Proven technology with a single platform supporting all protocols and server platforms
- >> Fastest, most comprehensive data recovery on the market
- >> World's leading VTL vendor
- >> Validated by leading OEMs worldwide
- >> Well-established among Fortune 1000 firms and SMBs alike
- >> Over 2000 customers and 4000 licenses worldwide
- >> Global sales and support infrastructure

For more information, visit www.falconstor.com.

About FalconStor

FalconStor Software, Inc. (NASDAQ: FALC) delivers proven, comprehensive data protection solutions that facilitate the continuous availability of business-critical data with speed, integrity, and simplicity. Our comprehensive solutions, based on the award-winning IPStor® virtualization platform, include the industry-leading Virtual Tape Library (VTL) with Single Instance Repository (SIR) for de-duplication, Continuous Data Protector (CDP), Storage Virtualization, and Replication for disaster recovery and remote office protection. Our products are available from major OEMs and solution providers and are deployed by thousands of customers worldwide, from small businesses to Fortune 1000 enterprises.



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FalconStor Software Solutions: Proven Protection for Your Business-critical Data

OVERVIEW

- >> **IPStor®** platform provides flexible building blocks for a full suite of FalconStor data protection solutions
 - Supports any application from anywhere at any point
 - Supports any technology: FC, iSCSI, IB, SAN, DAS
 - One platform provides complete protection
- >> **Virtual Tape Library (VTL):** Provisions virtual tape libraries/drives to media servers via FC or iSCSI, improving the quality of backup and recovery
 - Optional **Single Instance Repository (SIR)** provides more efficient storage utilization, remote replication, and policy-based de-duplication of backup data for VTL
- >> **Network Storage Server (NSS):** Provisions virtual disks to hosts via FC, iSCSI, or InfiniBand, providing enterprise-class performance, compatibility, and reliability
 - Features mirroring, snapshots, and replication
 - Built upon IPStor virtualization platform
- >> **Continuous Data Protector™ (CDP):** Tracks changes to disk images for any point-in-time recovery, eliminating the backup window; accelerates and improves backup and recovery
 - Backs up at any time with no impact on applications; removes tape-centric bottlenecks
 - Protects data even in remote or branch offices (ROBO CDP)

ENVIRONMENTS & APPLICATIONS

- >> Fortune 1000 companies with revenues between \$250M and \$1B+
- >> Government agencies
- >> IT departments looking to eliminate backup windows for improved reliability of backup and recovery systems
- >> Firms consolidating IT departments and needing a heterogeneous solution to preserve their investments
- >> Organizations that want to reduce costs
- >> Firms with remote offices needing data protection
- >> Companies required to comply with government and industry regulations

VIRTUAL TAPE LIBRARY (VTL)

VALUE TO YOUR BUSINESS

- » Improves quality, reliability, and predictability of backup and restore by using disk
- » Requires no changes to backup environment, saving time and money
- » Reduces backup cost and complexity
- » Improves resource utilization of existing tape

UNIQUE FEATURES

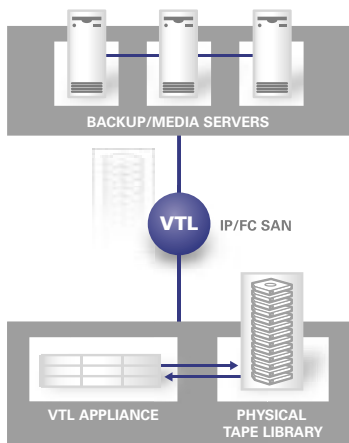
- » Fully integrated IP replication
- » Automated tape caching, including export to tape capability
- » Wide platform support, including iSeries, ACSLS, IBM 3494

BUSINESS CHALLENGES ADDRESSED

- » Increasing amounts of data with fewer resources to manage it – need to leverage investment in tiered disk and tape
- » No room for errors – need a solution that improves reliability of media and eliminates mechanical errors

WHAT TO ASK YOURSELF

- » Do I have problems making my backup window?
- » Is managing tape media taking up too much IT time/resources?
- » Are tapes unreliable for restoring data?



CUSTOMER CHALLENGES:

- Backup window too short
- Explosive data growth rate
- Traditional tape drive backup performance is unpredictable
- Restores fail or are too slow

VTL BENEFITS:

- Backup application sees disk as tape
- Error-free backups – eliminates media errors and robotic failure
- Protects current infrastructure investment
- No changes to backup infrastructure
- Tape encryption for secure physical tape archiving

NETWORK STORAGE SERVER (NSS)

VALUE TO YOUR BUSINESS

- » Single-storage interface and services regardless of storage vendor or attachment type
- » Increases operational efficiency with heterogeneous storage virtualization

UNIQUE FEATURES

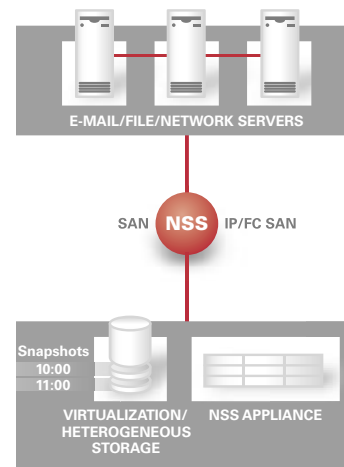
- » Heterogeneous storage virtualization, provisioning, and storage management
- » No need for migration of current storage
- » TimeMark® snapshot capability for fast recovery to known points in time with complete transactional integrity

BUSINESS CHALLENGES ADDRESSED

- » Too many disparate systems to manage
- » Proprietary systems make it difficult to change storage vendors
- » Reduced budgets with more data to manage
- » Storage optimization

WHAT TO ASK YOURSELF

- » How many different storage vendors am I trying to manage?
- » How do I migrate data from one storage vendor to another?



CUSTOMER CHALLENGES:

- Enterprise storage arrays are costly
- Storage management is difficult
- Need increased data protection

NSS BENEFITS:

- Simple, unified SAN and provisioning
- Intelligent storage with robust support for redundancy and fault tolerance
- Tier-1 storage features (mirroring, snapshots, replication, etc.) at a cost-effective price
- Multi-protocol connectivity (FC, iSCSI, IB)

CONTINUOUS DATA PROTECTOR (CDP)

VALUE TO YOUR BUSINESS

- » Eliminates the backup window with continuous backup to disk, saving time and money while enabling business continuity
- » Provides unified data protection across all storage, even remote-office protection, reducing risk

UNIQUE FEATURES

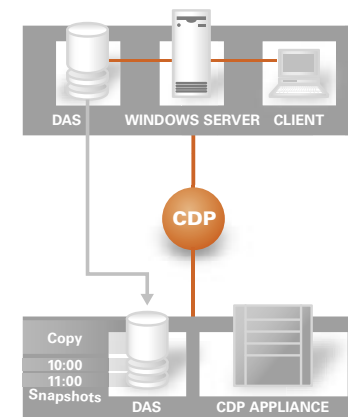
- » Protection across all heterogeneous storage devices and topologies (SAN, DAS)
- » Fast recovery that can go back to any point in time with complete transactional integrity

BUSINESS CHALLENGES ADDRESSED

- » Recoverability of primary applications – needs to be instantaneous or near instantaneous
- » Not meeting backup window, requiring backup during production
- » Excessive time-to-recover
- » Complex recovery processes

WHAT TO ASK YOURSELF

- » Can I meet my recovery point objectives with only a daily backup?
- » What is the maximum data loss allowed by my organization?
- » What is my cost of downtime?



CUSTOMER CHALLENGES:

- Fears losing data with only tape backups
- Limited-skill staff in remote offices aren't familiar with backup/restore processes
- Direct attached storage has no simple data-protection technology associated with it

CDP BENEFITS:

- Eliminates backup window
- Provides continuous protection
- Includes bare metal recovery
- Snapshot agents provide 100% transactional consistency for rapid recovery