

Data Mobility Services



Softek Replicator

Overview

Softek Replicator is multiplatform, asynchronous replication software, which enables local and distance data protection, regardless of the storage vendor. It works in AIX, HP-UX, Solaris, Red Hat Enterprise Linux and Windows environments. The applications remain active during the replication causing no disruption to the business. There is a possibility to make several copies of the source data i.e. one of which can be a remote copy for disaster recovery use, while the other can provide local backup.

Customer Value Proposition

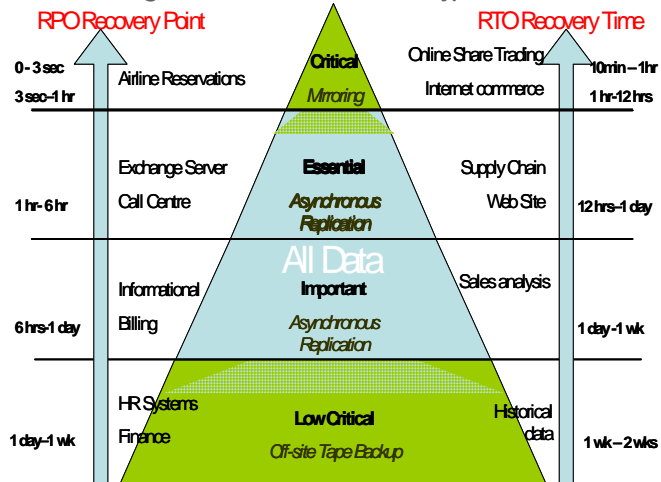
For organisations that need to maintain uncompromised data integrity and availability during backup and recovery in environments with a variety of servers, storage and operating systems, Replicator software can help reduce the cost, complexity and risk of copying live data over distances. Replicator software is designed to integrate with the client's current production environment to leverage infrastructure investments. The result is a single replication tool and methodology that supports the most common storage hardware and the most common platforms.

How to identify a hot Replicator Prospect

A typical Softek Replicator Opportunity is a combination of two key factors: The Required Back Up Strategy, which is based on the Business Need of how much a company can afford the downtime and the amount of transactional data it may lose. The second factor is based on the IT Infrastructure requirements described in the 'Customer Environment Characteristics' section.

Selecting DR Products

Must Recognize Products to Protect All Types of Data Classes



IBM – Business Partner Internal Use Only

- The RPO – Recovery Point Objective (Left) gives an indication of how much data a company can afford to lose in case of a disaster
- The RTO – Recovery Time Objective (right) gives an indication of how long time a company can afford to be 'offline'
- The Replicator product fits best for the area in the middle coloured in light blue.
- Because the Replicator can create multiple copies at the same time, one of them could be 'local' for 'High Availability' and the other could be remote for the 'Disaster Recovery' purposes.

Competitors

- Double Take from Double take Software (Windows)
- Topio (now called as ReplicatorX and owned by NetApp) (supports Windows, UNIX, Linux)

Target Audience

- **Target Industry:** cross-industry
- **Customer Size:** Mid-Market – Large Enterprise

Replicator Reference

Objective

- **Protect against unplanned outages**
 - Asynchronous mirror to remote disaster recovery site
- **Protect the Help Desk application**
 - Window of 15 minutes to determine whether the primary production system is able to recover before initiating failover

Benefits

- **Minimized system downtime when failover needed**
 - Planned failover with only six minutes of downtime
- **Achieved a cost-effective DR system**
- **Integrated easily into existing environment**
 - Changed only naming conventions on Help Desk software
- **Added benefit of using the checkpoint feature during the development cycle to test new application changes**

IBM – Business Partner Internal Use Only

Business Partner Benefits

Tier 1 Service Provider Benefits

- **Use Replicator tool to sell services to develop back up and recovery Solutions to complex environments**
- **Additional services revenue opportunities**
- **Additional Storage HW revenue opportunities**

Tier 2 HW Reseller Benefits

- **When leading with the Solution it is easier to sell the required extra HW to store the back ups**
- **Additional Services Revenue Opportunities, if you choose to provide the services**
- **Additional Services Resell Margin Opportunities, if you resell the GTS delivered services**

Customer Environment Characteristics

Propose a back up solution based on the Replicator and related implementation services, when the Customer environment has any of the following characteristics:

- **Multiple:** Locations, Different Storage Systems, Operating Systems, Different Back Up Tools, ...
- **Complexity:** Several simultaneous Back Ups needed, Limited Back Up windows, Back Up Management,...

Replicator Platform Support

- Supports IBM AIX, HP-UX, Solaris, Red Hat Enterprise Linux and Microsoft Windows environments
- Supports clustered and virtualized environments

Contact Information

SOFTEK BP Channel Sales

Gina Hayman
 Mobile 813-785-1353
 e-mail: ghayman@us.ibm.com

SOFTEK Sr. Systems Engineer

Kevin Hageman
 Mobile 214-478-8784
 e-mail: khageman@us.ibm.com