



Cost-effective budgets in the Education sector demand technology solutions that have low up-front costs and provide excellent value over time. Drobo is one of the most affordable protected storage solutions available.

- **Low up-front cost.** Purchase Drobo without drives or bundled with the amount of storage you need.
- **Bring your own drives.** Drobo allows you to [mix and match drive](#) capacities, spindle speeds and manufacturers meaning that you can re-use drives in your inventory.
- **Pay as you grow.** Drobo is instantly expandable which means you won't have to over provision your storage needs. As Drobo fills up, simply add a drive or replace your smallest drives and take advantage of the constantly decreasing price of storage per terabyte. Drobo can scale to 32TB (depending on model) over time—and greater when larger capacity drives are available—without ever needing to migrate your data.

### Simple for Students and Teachers Alike

Spend more time with your students and less time on the phone with IT. Drobo was designed from the ground up to be simple enough for anyone to use. Drobo will save you time and money.

### Safe Solutions for Classrooms and Districts

All data needs to be protected against hard drive failures—it's only a matter of time. Drobo provides the redundancy you need in the classroom or even the district level. Drobo can be incorporated into your environment in a number of ways. Connect a Drobo to your central server by USB, FireWire, eSATA or [iSCSI](#), depending on model, or to each individual desktop or laptop. Use Drobo for redundant primary storage or backup with Drobo PC Backup, software bundled with the device, or Apple Time Machine.

#### **Drobo iSCSI SAN for Business: B800i**

Drobo iSCSI SAN storage is designed to provide reliable and high performance storage to servers running critical applications such as data protection, email, and server virtualization. It connects seamlessly to your existing TCP/IP network and utilizes the industry-standard iSCSI protocol to provide simple, consolidated storage for your servers. The 8-bay cost-effective B800i model is ideal for data protection or for K - 12 institutions who are building a storage network for the first time.

#### **Drobo File Sharing Storage for Business: B800fs**

Drobo delivers "big storage in a small box" to create the best storage experience ever for small and medium sized IT departments in larger facilities. Built on proven and award-winning BeyondRAID™ technology, the Drobo model B800fs enables the sharing of files with all computers on the network and keeps vital records protected with offsite replication. Drobo model B800fs connects seamlessly to your existing Ethernet network and supports both Windows and Mac OS computers. A Drobo model B800fs can hold up to 16 TB of raw storage and beyond.

## Storage That Grows With Student Needs

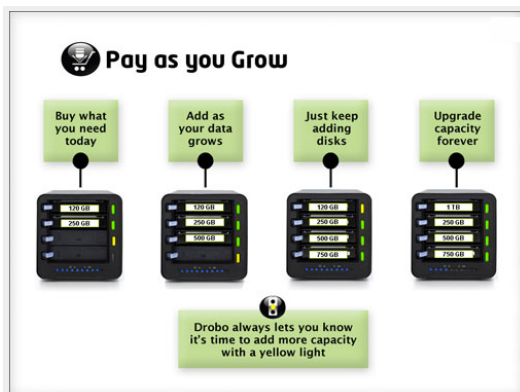
LaGrange Highlands School District 106, is located 20 miles west of Chicago. It educates 900 students in pre-school through 8th grade. Technology Director Eric Callis manages a network of 7 Netware servers for proxy, e-mail, print and file services and 5 Macintosh servers for application, web and database services. Students use 27 iMac computers distributed in four computer labs.



Multimedia has become an increasingly important part of the education process at La Grange. Multimedia presentations, which are part of the students' schoolwork, generate a large volume of data.

Initially, DroboShare (now built into the [Drobo FS](#)) provided storage for backup purposes. Eric uses a utility called Folder Synchronize to back up important data onto the DroboShare. It worked perfectly for this purpose and he began exploring other ways to use it.

He now uses DroboShare as storage for a video production class of 30 students. Students are able to archive their projects on the DroboShare and load video files onto their iMac for editing. The DroboShare makes it very easy for students to collaborate on their video projects.



### Multimedia driving storage growth

Eric benefits from Drobo's ability to protect the school's data from a drive failure without requiring the maintenance of a traditional RAID solution. He commented, "DroboShare lets you throw a Drobo on the network. Installation is extremely simple. You just connect a Drobo to the DroboShare, and connect it to the network. When you look at "price per peace of mind," DroboShare provides great value."

Eric continued, "DroboShare makes it easy to provide a large data store for student projects that normally would take space and bandwidth on my expensive SAN."

### Drobo is ideal for schools with minimal IT support

Eric recommends the Drobo to school districts to simplify their IT support tasks. "It's a wonderful way to provide storage for schools. You can use a DroboShare to provide storage for a student when they first enter a school district and keep that storage available until the student graduates. When compared with the alternatives, DroboShare provides a very cost-effective way to do this."

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