



Are You Protecting Everything You Should?

Disaster Recovery (DR) solution with replication using Drobo® and Double-Take Availability from Vision Solutions

Customer Challenge

Odds are that you are not protecting all of the data in your business from a disaster. Enterprise disk-to-disk replication for DR may be a great fit and already in use for some of your applications. However, companies—large or small—are not currently protecting all of their applications and data due to the prohibitive cost. Are you? It goes without saying why business data needs to be protected from disasters, and companies from ten to ten thousand users need data protection just the same.

Backup is an important component of a data protection strategy, but it does not provide the recovery point objectives (RPO) or recovery time objectives (RTO) that business users prefer. Face it, business users have come to expect nearly instant recovery, even for applications that are not mission critical. DR with replication provides better RPOs and RTOs compared to backup, and complements backup for applications that must be recovered more quickly than backup alone can provide. Even if replication is already in place for larger applications, odds are that more applications need it.

The Solution

A great deal goes on under the covers of data replication, with countless publications documenting the details. At a basic level for SMBs and departments, data is continuously copied between primary and secondary, so that both are very close to being in-sync. High-end storage devices can perform this function, as can application appliances or servers themselves with special replication software. In the event of a disaster, protected applications can fail over to the secondary site across a campus, across town, or over a long distance.

Replication solutions optimize the data communication between primary and secondary sites, making it more efficient to work around the characteristics of the network between sites. Simply copying data between sites cannot compare with replication because of latency and bandwidth. The monthly cost of the network is often the most expensive part DR, so unlimited capacity is not feasible. Replication technology minimizes the size of data copied between sites and reduces the impact of latency to maintain performance over a wide area network (WAN).

Highlights

- Solution built with the easiest-to-use product building blocks
- Gives small enterprises and departments DR starting under \$20K
- Storage and replication software designed especially for SMBs
- Replication cost does not grow as your data grows
- Lower-cost alternative: adding a Drobo vs. buying a 2nd large storage array
- Less than half the cost of comparable iSCSI SAN with disk-to-disk replication

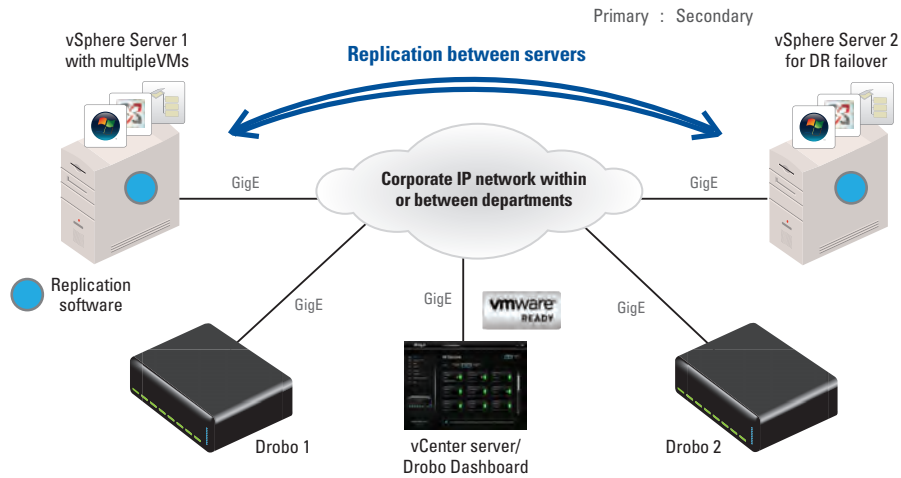


What You Will Need

Comparing iSCSI arrays supporting disk-to-disk replication to Drobo and Double-Take Availability.

What You Need	Drobo + Double-Take	SMB Next-Generation GbE iSCSI SAN Arrays
2 x SAN Storage, min of 8/12 TB each with 1 year support	30%–60% savings for small number of physical servers or 2 virtual servers with 5 VMs	> \$60K for 2 arrays in entry configuration
The Big Difference	\$20K–\$40K lower , get software + storage starting under \$20K	Also higher cost to scale up storage over time, locked-into specific drives

Tested solution with virtualized servers at primary and secondary sites running Double-Take Availability and connected to Drobo SAN via iSCSI.



Where Drobo is Different

SAN storage is a must if you want to maximize mobility and flexibility for DR. Fibre Channel SANs have a high entry cost, preventing companies with smaller configurations and budgets from participating. iSCSI can be lower in price, but even the lowest-cost iSCSI storage that includes built-in replication is still quite expensive by most measures. Even when users can afford one iSCSI array, they often cannot afford the second one they need for DR.

Drobo provides superior data protection with BeyondRAID™ technology in a package that is very affordable. Without the cost burden of disk-to-disk replication, customers can add a second array they need for DR or buy the two iSCSI SAN arrays they need for DR at less than half the cost of comparable solutions with replication built in. And the incredible ease of use is a huge plus for deploying and growing Drobo storage!

With a host-based architecture for DR, users can select only the most critical applications for failover, reducing cost and complexity. Moreover, this approach allows for dissimilar hardware for primary and secondary storage, a huge cost saving. The DR site can be sized to run just critical applications vs. “everything” with the expectation that a small business would run from the DR site for a short time until the primary site can be recovered. With Drobo, DR doesn’t have to be so costly and it doesn’t have to be so hard either!

More Information

Find solution materials, including a webcast replay with an expert guest @ <http://www.drobo.com/dr>

Want to try it? Risk-free 30-day evaluation @ http://info.drobo.com/free_eval

Want to buy it? Ask your preferred reseller, or visit http://www.drobo.com/where_to_buy

How To Build It

How to deploy DR in less than an hour:

1. Install Drobo Dashboard on management server (can be on vCenter server or a VM).
2. Deploy iSCSI SAN storage, easy automatic setup with Drobo, configure Smart Volumes.
3. Rescan on servers to recognize storage and finish storage configuration on servers.
4. Configure network to enable communication between sites (can be done in advance).
5. Install Double-Take Availability software on your servers, no reboot required on modern shipping Windows server OSs (Windows 2000 or earlier requires reboot).
6. Configure Double-Take using the setup wizards—and you have DR!
7. Test your DR failover anytime, it's easy (simply click “failover”).

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