



CoD™ — for Adding Library Capacity on Demand

Increase your library capacity as needed — in increments as small as 15 slots, and meet your data growth needs on time.

CAPACITY
WHEN YOU NEED IT

SIMPLE KEY ACTIVATION

TAKES THE GUESSWORK
OUT OF PLANNING
FOR CAPACITY NEEDS

COST-EFFECTIVE,
IMPROVES CASH FLOW
FOR THE
IT DEPARTMENT

ELIMINATES RISK
OF DOWNTIME
IF CAPACITY NEEDS
EXCEED
GROWTH EXPECTATIONS

CAPACITY DOES NOT
NEED TO BE
OVERPURCHASED
TO PROTECT
FROM UNPREDICTABLE
GROWTH



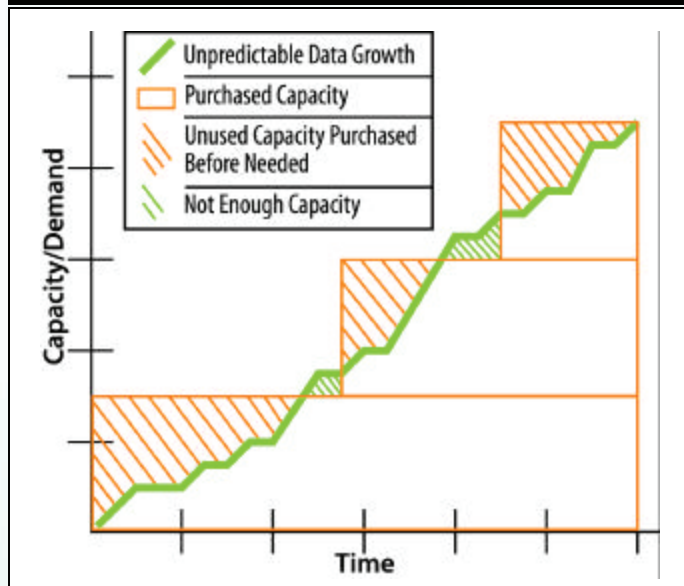
Data growth is extremely hard to forecast. IT departments spend considerable time and money trying to anticipate their upcoming storage requirements, and would, frankly, prefer not think about them at all.

A typical dilemma faced by storage management is whether to spend funds now for backup storage that may not be used for quite some time, or risk underestimating storage growth and face paying even higher prices to retrofit the tape library later. The chart below illustrates how out-of-sync the typical capacity purchasing process is with the actual demand for more

capacity. This situation leaves a company vulnerable to wasted capacity and strained cash flow because their capacity was over-purchased or potential downtime from not anticipating capacity needs properly.

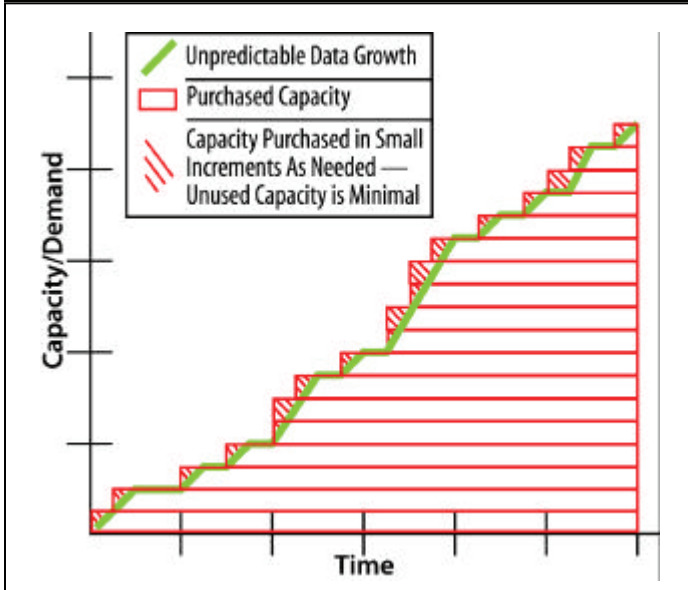
Spectra Logic addresses these problems with its new CoD service that gives IT managers the ability to add storage capacity to their library as it is needed, in manageable increments. Spectra Logic's CoD for adding library capacity is the most cost-effective and efficient way to meet growing data storage needs while simply eliminating the risk factors associated with planning for this growth.

Traditional Planning for Storage Capacity Often Results in Unused, Wasted Capacity or Risk from Underestimating Growth



With CoD, the Spectra Logic tape library is delivered with all slots fully loaded. That's a total of 640 slots for the Spectra 64000™ library, 120 slots for the Spectra 12000™ library, 40 slots for the Spectra 10000™ library and 30 slots for the Spectra 2000™ library.

CoD — Purchasing Storage Capacity in Small Increments As Needs Change, for Greater Efficiency & Controlled Cash Flow



Begin with a specific number of slots activated for immediate use. Slots can be added in 15-slot increments (with the exception of the Spectra 10000 library which has a 20-slot increment). This additional capacity is made available via activation keys which may be purchased in advance or ordered as needed.

capacity you need, only when you need it.

With CoD, demand for capacity can be met instantaneously. Some library companies may offer this feature, but in much larger slot increments. Spectra Logic makes it available in increments as small as 15 slots. This feature is also available across the Spectra Logic product line, from entry level to enterprise level libraries. Other library manufacturers offer this feature only for select libraries.

CoD allows the IT department to closely match its growth curve while eliminating wasted time and resources. It further mitigates the risks associated with unpredictable growth events such as acquisitions, mergers or a busy holiday season. With CoD, it's easy to grow your data — worry-free — by adding the

Flexibility. Scalability. Reliability. These are the essential prerequisites for consolidation of storage resources on a network. CoD running on any of the full range of Spectra Logic libraries, delivers these features today with technology designed to keep delivering into the future.

SPECTRA LOGIC

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