

> Unifying arcserve®

In the ever-changing world of data protection, it has come down to a simple reality. Software vendors have to innovate to meet their customers and partners needs to stay in this market long term. They have to do so in a way that is robust and complete from a technology standpoint, but that's not enough. They also have to do it in a way that enhances time to value for end-users, from interface design to the way the product is licensed and packaged.

A fundamental change is necessary to support the increasing pressures breaking current data protection infrastructures. The adoption of a modern architecture is needed. One that has been designed to solve today's complex problems, as well as deliver a highly scalable platform for the future.

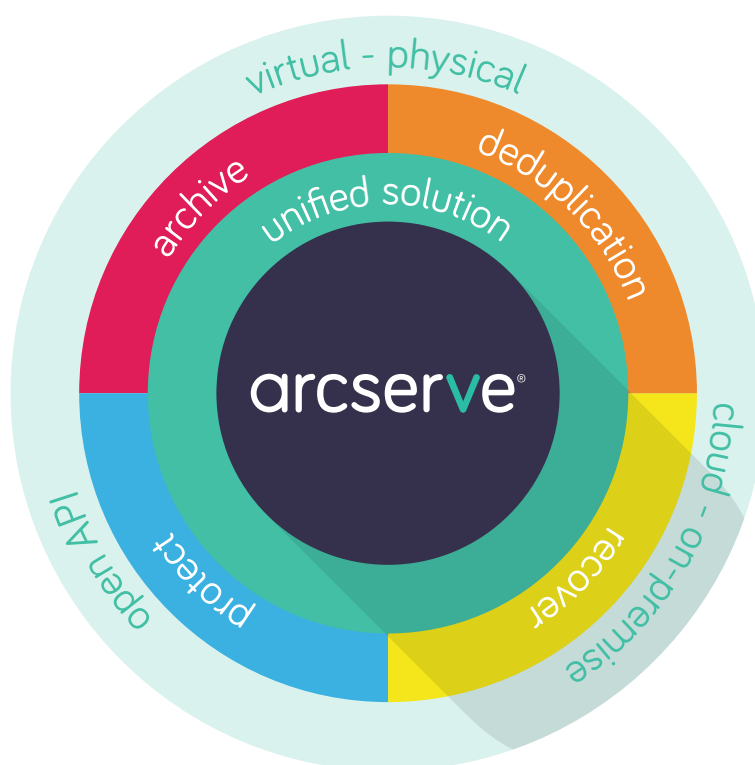
We have spent a lot of time with our end user and partner communities to craft the next generation of arcserve. As a matter of fact, arcserve products have recently made substantial improvements. That's why we designed arcserve Unified Data Protection. With the introduction of arcserve UDP, these investments in technology and usability are more visible than ever.

Virtualization has changed the way organizations are managing their computing infrastructure and it has changed even more the way third-party solutions are chosen to protect that infrastructure and its storage. arcserve solutions have been evolving to meet those changes and the recent introduction of arcserve Unified Data Protection has integrated the high-quality data protection for virtual and physical systems from the traditional stand-alone arcserve family of products into a single product unifying imaging, tape, and replication functionality. arcserve UDP delivers comprehensive Assured Recovery™ for virtual and physical environments with a next generation unified architecture and an unmatched ease of use.

arcserve UDP is a new solution yet built on the foundation of very mature and proven technology, offering a seamless solution from endpoint protection to remote archive site.

Also, the era of storage software vendors providing a long list of components and à la carte solutions has ended. Storage protection customers are now seeking single solutions that solve a broad range of inter-related problems, not a broad range of solutions that solve isolated problems.

Hence, rather than providing an arcserve family of products, arcserve is providing Unified Data Protection.



Stand-alone arcserve Backup and arcserve Replication and High availability will continue to be offered as they are today. They will be updated to continue to provide best-in-class capabilities for tape and replication. Those changes will also appear within the arcserve Unified Data Protection solution.

There are four tiers of arcserve Unified Data Protection. Each of them provides imaging, tape, and replication functionality and can be purchased per-socket and per-terabyte. Physical servers and hypervisors are both purchased based on the number of sockets they have, rather than as stand-alone per-server or per-host offerings.

Versions	Includes	Licensing Options		
		Per TB	Per Socket	Per Workstation
Standard	<ul style="list-style-type: none"> • UDP File Server Protection • Basic Tape 	✓	✓	N/A
Advanced	<ul style="list-style-type: none"> • All UDP Components • Basic Tape 	✓	✓	N/A
Premium	<ul style="list-style-type: none"> • All UDP Components • Advanced Tape 	✓	✓	N/A
Premium Plus	<ul style="list-style-type: none"> • All UDP Components • Premium Tape • Premium HA 	✓	✓	N/A
Workstation	<ul style="list-style-type: none"> • UDP Windows Workstation Protection • Basic Tape 	N/A	N/A	✓

Workstation:

This product provides everything that would ordinarily be sold in the Standard and Advanced versions of servers but is sold for Microsoft Windows workstations and is sold per machine rather than per socket or per terabyte.

Standard:

arcserve Unified Data Protection Standard Edition provides imaging functionality for Windows and Linux servers, whether virtual or physical by creating block-based images of their volumes. Those image-based recovery points are able to be stored locally or on a centralized Recovery Point Server where source-based deduplication is offered. There is the option to have a remote Recovery Point Server (RPS) that can be located in a cloud location or in a remote network operations center where multiple downstream RPS devices can replicate their data to a single upstream RPS. A centralized management console consolidates all of the above functionality into plans organizing multiple tasks and schedules.

- The ability to store those recovery points to tape is offered.
- The Standard Edition does not offer granular recovery of application support for Microsoft Exchange or Microsoft SQL Server.

Customers who purchased arcserve D2D Standard Edition and are current on their maintenance will be able to upgrade to UDP Standard Edition.

Advanced:

All the functionality of the Standard Edition is offered while adding the ability to do granular recovery of Exchange and SQL. application support for Microsoft SQL and Microsoft Exchange (including granular recovery of a single Email).

Customers who purchased arcserve D2D Advanced Edition and are current on their maintenance will be able to upgrade to UDP Advanced Edition.

Premium:

All of the agents and options that have traditionally been sold as stand-alone components to arcserve Backup are included in this product, in addition to all the functionality contained in arcserve UDP Advanced Edition. Additionally, file-only replication is also offered to replicate recovery points and files from one location to another.

Customers who purchased arcserve RPO Edition and are current on their maintenance will be able to upgrade to UDP Premium Edition.

Premium Plus:

Everything that is included in the Premium Edition is here plus all of the functionality that has traditionally been included in the stand-alone arcserve replication and high availability offerings.

Customers who purchased arcserve RPO-RTO solution and are current on their maintenance will be able to upgrade to UDP Premium Plus Edition.

Workstation:

This product provides everything that would ordinarily be sold in the Standard and Advanced versions of servers but is sold for Microsoft Windows workstations and is sold per machine rather than per socket or per terabyte.

Summary

Virtualization and remote protection in arcserve products are improving and continuing to evolve through arcserve Unified Data Protection.

arcserve Backup and arcserve Replication and High Availability will continue to be offered in stand-alone versions and will continue to be enhanced. Those changes will also appear in the unified solutions and, over time, more and more functionality will be centrally managed through the arcserve UDP management console.

For more information on arcserve UDP, please visit arcserve.com
