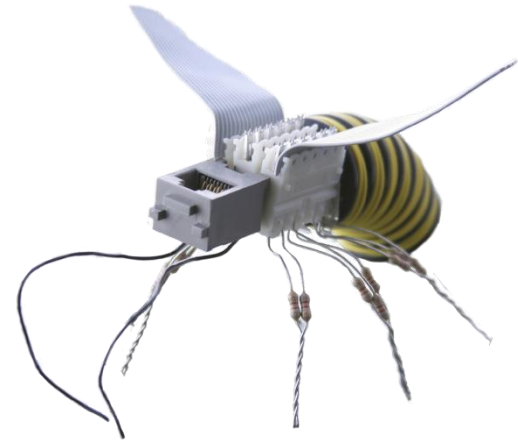


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## *LightSand Customer Benefits*

# Customer Benefits : Costs Reduction

- **LightSand Reduces Infrastructure TCO.**
  - Reduces WAN Costs (Use of Standard WAN SLA on IP).
  - Replaces Layer2 dedicated links with standard IP/SONET link.
  - Reduces Datacenter costs (higher distance to access remote Datacenters as DR site).
- **LightSand Reduces SAN Equipments TCO.**
  - 50% less number of equipments to be installed vs alternative solutions.
  - Remote SAN Port virtualization shows transparently any remote storage as an available resource in the local SAN. (eg, secondary storage resource).
  - Ficon-Bridge Extension replaces highly expensive Escon over IP products.
- **LightSand Reduces Services TCO :**
  - LS is easy to install, setup and manage.
  - Advanced monitoring tools facilitate diagnostics and SLA measurements.



# Customer Benefits : Unprecedented level of protection

- **LightSand decreases RTO and RPO :**
  - Tape travelings are replaced by (TSM or Global Mirror) + LightSand + WAN
  - Remote storage accesses are faster on existing links. (Congestion Avoidance, Compression BBW).
  - Recovery tasks are simpler and faster (application transparency).
- **LightSand enables Highly Resilient infrastructure :**
  - No traffic disruption in case of WAN link failure.
  - Redundant distributed architecture providing multiples data paths alternatives
- **LightSand protects site integrity :**
  - Autonomous Region prevents unsolicited intrusions from remote sites.
  - Domain Address Translation prevents local SAN configuration conflicts with remote fabrics.
  - AR/DAT protects from remote site failures or multi-vendors interoperability issues.



# Customer Benefits : Open & Scalable Architecture

- **LightSand opens carrier choices :**
  - WAN IP based or SONET/SDH with same LS capabilities.
  - LS enables different carriers or SLA for main and protected lines.
- **LightSand opens SAN vendor choices :**
  - LS guarantees multi-vendor Fabric interoperability.
  - LS is compatible with SAN vendor installed base equipments.
- **LightSand simplifies global infrastructure design :**
  - Mix of Mainframe-or-OpenSystem and Ethernet Layer2 storage extensions.
  - In-Band management capabilities avoid complex out-of-band network routings.



Thank you

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