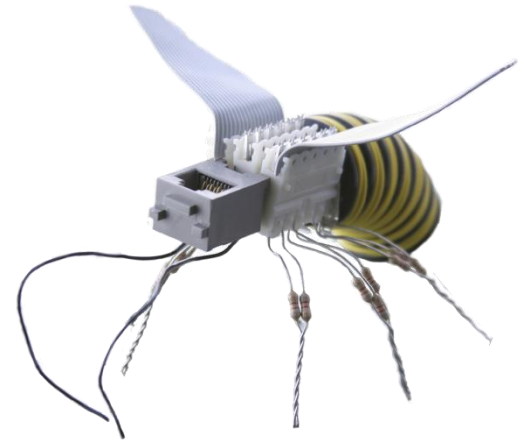


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LightSand Customer Benefits

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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