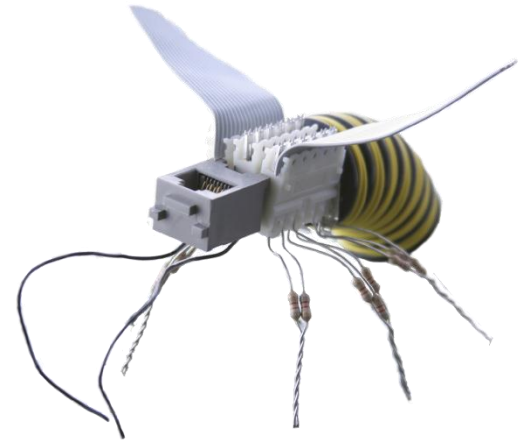


**LIGHT,  
SAND**

BRIDGING  
YOUR BUSINESS

UNISERVICE  
DATA  
EMEA COMPETENCE CENTER



*LightSand FAQs*

# LightSand At-a-Glance

## Mission Statement

**LightSand provides cost effective edge SAN/WAN products that power efficiently the interconnection of multiple data applications regardless of protocols, physical proximity or vendor disparity.**

## History

- 1999 : Founded by Kumar Malavalli (Brocade co-founder)
- May 2002 : First ASIC release providing FC over SDH/SONET for industry
- August 2003 : LightSand acquires Sancastle, a leading company in FCIP
- March 2004 : Alcatel OEM Worldwide Agreement
- April 2004 : First large customer Mainframe win with IBM
- May 2004 : First SAN connection in the World @ 1.000Km
- Nov 2005 : EMEA HQ created in Paris
- March 2006 : Introduction of SMB product, i-SWAN – 10 Patent
- May 2006 : 20 major partners signed covering US and EMEA.
- June 2006 : 300 customer installations running Worldwide
- Jan 2007 : 10 IBM certifications, Mainframe, iSeries and xSeries and DS.
- Oct 2007 : EMEA Competence Center in Portugal
- Jan 2008 : Congestion Avoidance Patent Approved – FC over Internet
- June 2008 : Certification HP Labs for HP GeoCluster
- March 2009 : LightSand OASIS monitoring system @ CLOUD-SaaS
- September 2010 : LightSand/USD launches OSP – Online Smart Protection

## The company

- 50 people, HQ in Plano Texas, R&D in Israel.
- \$ 80M+ investment from US, Asia, Israel, Europe VC funds.



# What are the advantages of our solutions?

- **Implementation of mission critical projects for business continuity and disaster recovery, thanks to LightSand safe and reliable data transfer over any distance:**
  - We provide interconnection of distant sites regardless of distance, from campus proximity to several thousand of kilometers without data throughput degradation and without undue latency
  - LightSand technology supports the implementation of mission critical applications such as :
    - ✓ Business continuity and disaster recovery
    - ✓ Regulatory compliance
    - ✓ Data replication and migration
    - ✓ Asset management
    - ✓ Interconnection of remote and heterogeneous SANs



# What are the advantages of our solutions?

- **No limitation for our customers in their choice of SAN fabric or application vendors,** thanks to LightSand compatibility with any SAN fabric hardware and applications vendor :
  - We provide seamless interconnection of heterogeneous SAN fabrics, regardless of what SAN vendor hardware makes up the fabric, and regardless of the software applications utilized.
  - For instance, we can interconnect any combination of Brocade, McData and/or Cisco fabrics.
  - Our products have been independently tested or certified by HP, IBM, EMC, Hitachi data Systems, Storagetek, Engenio, Brocade and McData.



# What are the advantages of our solutions?

- **Optimization of IT infrastructure choices and reduction of operating costs,** thanks to the possibility to transfer FC or FICON data together with Ethernet Layer 2, regardless of the transfer protocol used :
  - There are many ways to transfer data over FC or FICON. LightSand allows to interconnect distant sites over any distance using any of these protocols : SONET SDH, DWDM, IP VPN or dedicated (dark) fiber
  - Furthermore, LightSand enables the transfer of data over FC or FICON together with Ethernet Layer 2 over a single link. This can represent significant savings in the usage cost of lines, since it can be reduced by half with the same level of performance, at speeds ranging from DSL to 2.5Gb/s over any network



# What are the advantages of our solutions?

- **Optimization and securization of SAN interconnections,**  
thanks to LightSand unique non-intrusive SAN isolation technology :
  - LightSand unique AR/DAT technology allows the interconnection of distant SANs while retaining the full isolation and the separate management of the different SANs.
  - Consequently, SAN resources can be shared while fabric independence is maintained, therefore allowing sharing data safely and effectively, while maintaining full control of the SAN technical and operational management.
  - This unique technology is fundamental to building large and scalable SAN fabrics for business continuity and disaster recovery applications



# What are the advantages of our solutions?

- **Global availability and support of our products and services,** thanks to key alliances, partnerships and dedicated resources :
  - LightSand has developed a number of strategic alliances and technical partnerships with major actors of the IT industry. and has successfully deployed its products in mission critical sites around the World
  - LightSand Solutions have been independently tested or certified by third parties including IBM, EMC, Hewlett-Packard, Hitachi data Systems, Storagetek, Engenio, Brocade and McData
  - LightSand provides its customers and partners with the support of a team of specialists to rapidly design and implement specific solutions to complex remote connectivity projects
  - LightSand products, solutions and support are provided by an exclusive network of value-added resellers and integrators worldwide



# Who is our competition?

- A number of companies provide switches and gateways with the objective to interconnect SAN sites. Among these companies are McData, Brocade and Cisco.
- Nevertheless, none of the products available on the market offer the combination breadth of line, features, performance and value afforded by LightSand for the purpose of connecting any SAN/LAN over any WAN
- This is due to the fact while other companies sell some interconnectivity products, our entire focus is the interconnection of any distant sites by providing the connection of any SAN/LAN over any WAN





# Who are our customers?

- The ability for companies to share and protect their data between distant sites to respond to the increasing security, compliance and corporate governance issues they face, will be a tremendous challenge for years to come.
- The company addresses the emerging problem of connecting remote Storage Area Network (SAN/LAN) locations over any distance, with applications in :
  - Banking and finance
  - Telecommunications
  - Healthcare
  - Media
  - Retail
  - Utilities
  - Industry
  - Services
  - Defense
  - Aerospace



# Some of the LightSand customers

- **Bank & Finance :**

- Malborough Stirling
- Deutsche Bank
- Santander Bank
- Barclays Bank
- UniCredit
- Credit-Suiss
- UBS

- **Retail :**

- Harvey's
- LDLC.com

- **Government :**

- Australian Government
- NASA - Goddard Space Flight Center
- General Dynamics
- USA Inteligent services – FBI/NSA/CIA

- **Technology :**

- IBM
- HP

- **Telco & carriers :**

- AT&T - US
- MCI
- France-Telecom
- Marconi
- Telecom Austria
- Alcatel Italy
- Telefonica
- RIM – Blackberry - US
- T-Mobile

- **Research :**

- Network Research Laboratory
- University of Illinois
- IBM Mainz & Montpellier
- VGR Hospitals

- **Oil & Gas / Others :**

- Aramco
- National Library Netherland



# How do we contact LightSand?

- **In Europe :**
  - Phone : +351 22 408 65 05
  - Fax : +351 22 408 90 42
  - General email : [info@uniservicedata.com](mailto:info@uniservicedata.com)
  - Support email : [support@uniservicedata.com](mailto:support@uniservicedata.com)
- **In the US :**
  - Phone: + 1 972 516 37 40
  - Fax: + 1 972 516 37 41
  - Email : [info@lightsand.com](mailto:info@lightsand.com)
- Web site : [www.lightsand.com](http://www.lightsand.com) | [www.uniservicedata.com](http://www.uniservicedata.com)



Thank you

Visit us @

[www.lightsand.com](http://www.lightsand.com)

[www.uniservicedata.com](http://www.uniservicedata.com)

