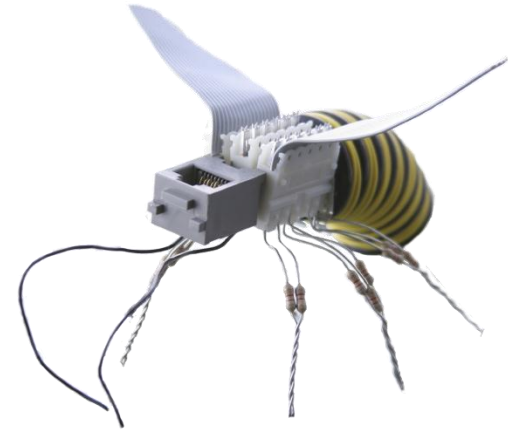


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LightSand Value

LightSand : Value Added Examples

| Customer request | LightSand value | Customer value |
|--|---|---|
| <p>Reduce WAN costs</p> | <p>Multiply by 3 to 5 existing bandwidth throughout.</p> <p>Mix FC/FICON/FCV and Ethernet Layer 2 traffic over same tunnel</p> <p>Suppresses dedicated Ethernet Layer 2 lines</p> <p>Boost standard SLA capabilities</p> | <p>Higher ROI on existing services</p> <p>Additional bandwidth available for new managed services.</p> <p>Customer satisfaction</p> |
| <p>Replace Local Tape Backups</p> | <p>Provide IP or SONET/SDH connectivity to any Backup application and tape library or VTL.</p> <p>Transparent to customer application.</p> <p>Infrastructure virtualization (remote device are appearing as local for the local fabric)</p> | <p>Cost-Effective replacement of local tape backups by remote tape backups in IBM premises</p> <p>Simple to deploy on existing customer infrastructure.</p> <p>Immediate RPO and RTO reduction.</p> |



LightSand : Value Added Examples

| Customer request | LightSand value | Customer value |
|--|---|---|
| <p>Connect Mainframe Application over IP or SONET/SDH</p> | <p>Supports FICON and FICON bridge</p> <p>No need to use intermediary FICON switch to extend over distance.</p> <p>Transparent to Mainframe and FICON devices</p> | <p>High performance on standard or low WAN SLA.</p> <p>Carrier agnostic solution.</p> <p>Many customers already using the solution in production at 500 km.</p> |
| <p>Use VTS or VTL over IP/SONET/SDH</p> | <p>Infrastructure becomes transparent to VTS/VTL</p> <p>Total Storage Proven</p> <p>SAN Isolation protects sites from remote disruption or intrusion</p> <p>Performance over distance</p> | <p>Reduce architecture complexity.</p> <p>Manage cost constraints without performance degradation</p> <p>Solution can work over IP as well as SDH/SONET or Optical.</p> |



LightSand : Value Added Examples

| Customer request | LightSand value | Customer value |
|--|---|---|
| <p>Connect ESCON devices over IP or long distance</p> | <p>Native support of FICON Bridge over IP</p> <p>Very long distance for Escon</p> | <p>Important customer cost reduction (1:5) vs existing CNT Director over IP based solutions.</p> <p>Simplifies cabling and WAN architecture to extend Escon.</p> <p>Keeps legacy Escon Device infrastructure.</p> |
| <p>Build a 3 rd site Data Protection solution</p> | <p>Multiprotocol FC, FICON, iSCSI, NAS, NDMP, etc support</p> <p>High tolerance to WAN disruptions</p> <p>High performance and significant cost reduction</p> | <p>Long distance support allows the use of any distant IBM site in the region or country.</p> <p>Better coverage and data protection with simple and cost-effective solution for the customers</p> |



LightSand : Benefits Summary

- Intelligent FCIP solution over long distance. Up to 3000 km at 4 x 1 Gb/s.
- Up to 4x1 Gb/s FC extension over distance.
- (FC + Ethernet-Layer-2) traffics multiplexed over the same IP link.
- Local switching capabilities with FCIP at no additional costs
- B-Port trunking over single/multiple WAN links.
- Powerful SAN routing between heterogeneous vendor fabrics.
- FICON extension without use of FICON director switches.
- Low IP bandwidth support and optimization. (up to DSL speed).
- InBand remote management with easy to use SAN Management GUI.
- SNMP support.
- Transparent WAN Link failover support.
- WAN Congestion avoidance support.
- 1:24 data HW compression over IP.
- High availability configurations support.
- SMB version available (3xinput+1xWAN) with enterprise class capabilities



Thank you

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