

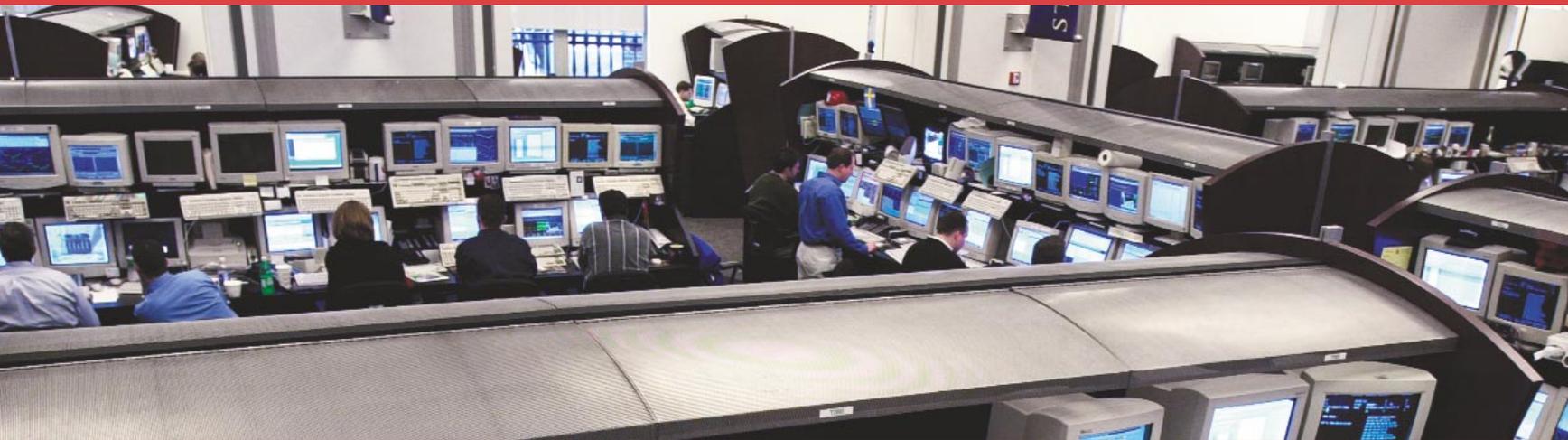
Compaq Business Continuity  
Storage Solutions

# Uptime. All the time.



**COMPAQ**  
Inspiration Technology

# Total protection



## Complete business continuity

### *Why Compaq?*

- > *More than 30 years of proven experience in business continuity*
- > *4,500 successful business recoveries*
- > *Hierarchy of business continuity storage solutions to protect your business, manage your risk and secure your data*
- > *Proactive prevention against catastrophic events*
- > *Industry-leading clustered and fault-tolerant servers and enterprise storage systems*
- > *Uptime that exceeds industry standards*
- > *Equipment replacement within hours of order placement*
- > *Worldwide coverage with more than 30,000 service and support professionals, located in more than 200 countries*
- > *On-site consulting*
- > *Global business recovery centers*
- > *24x7 peace of mind*

For companies large and small, downtime is simply not an option. Businesses today depend on 24x7 access to enormous amounts of information and mission-critical applications. The potential costs of downtime and data loss are prohibitive, including lost revenue, lost customers and missed business opportunities. That's why companies worldwide choose Compaq for ensuring business continuity. Compaq delivers the industry-leading technology, services and strategies necessary to reduce risks and protect mission-critical operations against catastrophic events. The result: uptime all the time.

As a proven leader in the storage industry, Compaq provides complete, end-to-end business continuity solutions—including *StorageWorks™* systems by Compaq, *SANworks™* software by Compaq, along with professional services—all tailored to meet the specific needs of your business. Compaq solutions enable you to plan and build a highly available environment that prevents any costly downtime. You can protect valuable data and system resources. And if a disaster strikes, Compaq business

continuity storage solutions enable you to recover quickly and efficiently.

What does this mean for your business? To ensure continuous uptime, Compaq can create the perfect information infrastructure for your organization. Compaq leads the way with many groundbreaking technologies—such as clustering, data mirroring and data replication—that are the foundations for continuous computing and data protection. And Compaq Global Services can manage the entire business continuity process for you, ensuring 24x7 business operations. Giving you peace of mind. Every minute. Every day.

## Real-world solutions

### Australian Department of Foreign Affairs and Trade

Since international work never stops, Australia's Department of Foreign Affairs and Trade (DFAT) looked to Compaq for help in making its IT infrastructure worry-free. This department needed to ensure 24x7 access to critical information—especially important in these days of heightened conflict and increased security concerns. With its *StorageWorks* SAN and related business continuity solutions, DFAT now has high availability and reliability, along with a disaster-tolerant infrastructure that provides redundant security.

*"It's critical for us to maintain 24x7 service for our global outposts. We can't afford to rely on anything less than world-class StorageWorks solutions by Compaq to ensure the redundancy and availability we need."*

— Mark Clacy, Project Manager, Department of Foreign Affairs and Trade, Australian Federal Government

### The South Financial Group

Because of concern about critical financial data, The South Financial Group chose Compaq to design a completely redundant infrastructure for maximum disaster tolerance. This financial services company required a storage area network that would boost system performance, simplify backup and replication tasks and protect against system failures. The South Financial Group now enjoys centralized storage, which includes automated disaster recovery and superior backup procedures.

*"We chose Compaq for its ability to perform storage-based data replication over an ATM network. The Compaq solution is very flexible and simplifies system administration through cloning and snapshot replication."*

— Hart Raley, Vice President of Client Services, The South Financial Group

### Kluwer B.V.

To manage its information-intensive operations, Kluwer B.V., a division of Dutch publishing giant Wolters Kluwer NV, turned to Compaq for a trouble-free storage solution. This publisher needed state-of-the-art failover and recovery capabilities as well as high availability for its vast databases. With its *StorageWorks* SAN and related *SANworks* solutions, Kluwer implemented real-time replication of its information to a remote site—gaining disaster-tolerant data protection, superior availability and enhanced system performance for its growing, clustered environment.

*"We are using SANworks Data Replication Manager (DRM) and SANworks SecurePath to protect our clustered Microsoft Windows NT-based systems. The DRM system replicates our Microsoft Windows NT data across our SAN, [providing] a backup site that offers a lights-out operation."*

— Harry Henzen, Systems Engineer, Kluwer B.V.



**"It's critical for us to maintain 24x7 service for our global outposts. We can't afford to rely on anything less than Compaq."**



## Unstoppable solutions

### Industry-leading technology for your business

Reducing the risk of downtime and the threat of disaster is critical for any business. Compaq offers a complete range of business continuity storage solutions, including hardware, software and services, which protect mission-critical data and maximize availability.

### Peace of mind

Compaq SANs, SANworks solutions and Compaq Global Services work together to ensure 24x7 availability of your key business information—giving you the peace of mind to focus on more strategic initiatives. Compaq SANs are ideal for setting up disaster recovery sites, whether they are located across the street or thousands of miles from corresponding production sites. Our business continuity solutions enable data to be copied online and in real time to remote locations. And with the help of our expert services, you can deploy these solutions to maximize the utilization of your IT infrastructure and the information it contains.

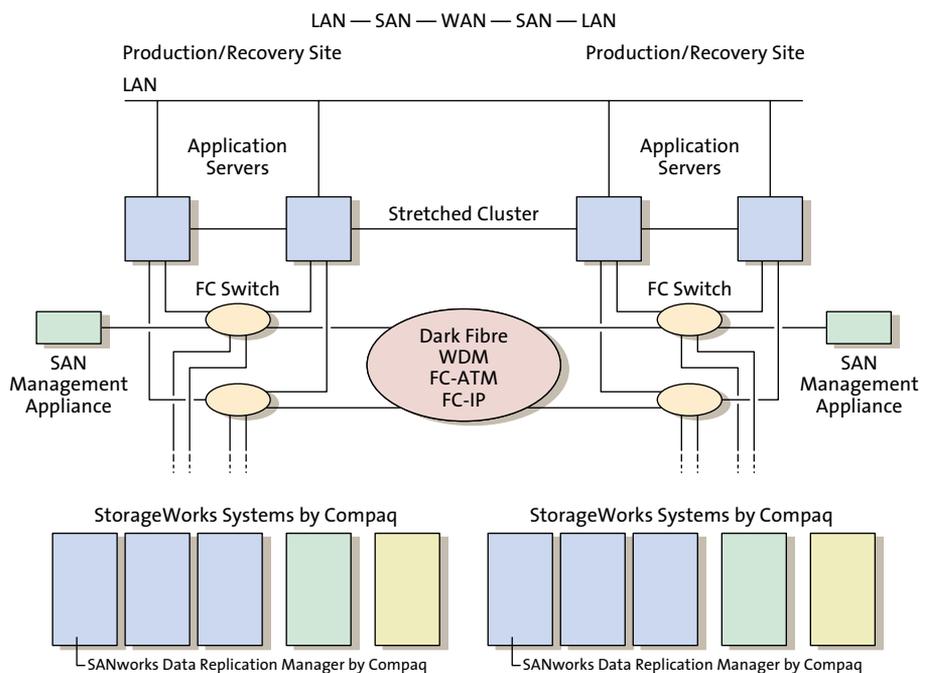
Providing the foundation for business continuity, Compaq's enterprise storage solutions assure complete business recovery within minutes. In the event of disaster at your primary location, your data is immediately available from the remote site. The solutions also provide a fault-tolerant failover path, eliminating single points of failure between your servers and storage systems. Plus, extra copies of your data can be used for routine backups, system maintenance and application testing—without disrupting your usual business operations.

### Ultimate data protection

With Compaq, you get everything you need to back up, recover and archive data reliably, efficiently and without disrupting your business. Our *StorageWorks* products include innovative NAS solutions, as well as modular arrays, controllers, interconnect devices and tape libraries that are designed to meet any storage need, while protecting your investment. And you can use these in a flexible, SAN-based architecture for the ultimate data protection.

### Vision and ability to execute

Showcasing a vision for the future, Compaq storage solutions are based on the *StorageWorks* Enterprise Network Storage Architecture (ENSA), now the more expansive ENSA-2. Based on open, standards-based solutions from Compaq and industry-leading partners, ENSA technology enables distributed pools of highly available storage to be widely deployed and centrally managed, independent of computing systems and applications, thereby transforming storage into a flexible, shared resource.



### Compaq Business Continuity Solutions

This diagram illustrates the Compaq business continuity solutions at work in a bi-directional configuration. Remote mirroring enables both sites to be fully productive, ensuring maximum availability of critical business information.

## Proactive services

While technology is a key component of any business continuity solution, technology alone does not solve complex business problems. Protecting your critical business operations takes some thought. Compaq can help you design, build and implement a complete solution that protects your systems and important data from the start. We take a unique, business-driven approach to business continuity that includes planning, disaster tolerance and recovery services. A total solution from the leader in network storage—with many business benefits.

### Plan ahead

- Gain expert advice through business continuity consulting services. Compaq will evaluate your environment to determine its disaster risks and availability requirements. Then you will get recommendations for maintaining maximum uptime.
- Put your plan into action with facility consulting and site services. The Compaq team will plan, design and build a facility that reduces your risks and operating costs, while eliminating facility-based sources of downtime.

### Prevent downtime

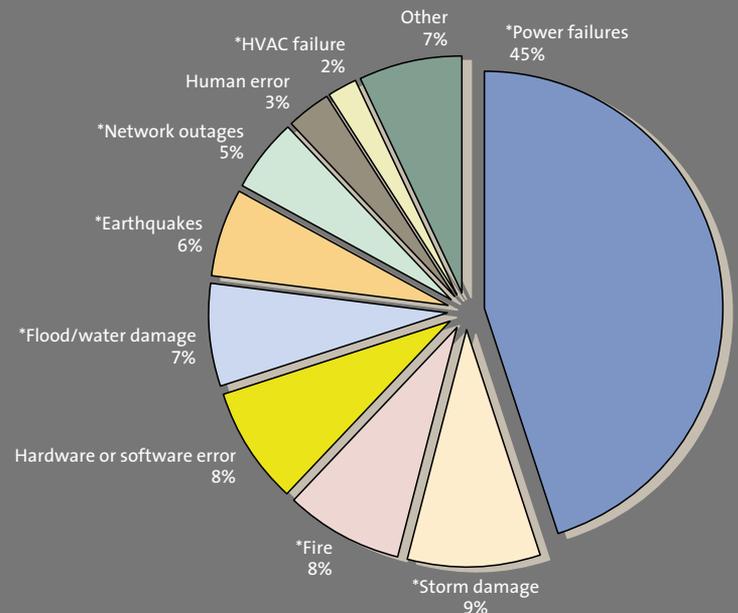
- Protect your IT infrastructure with *StorageWorks* systems. Compaq systems optimize protection and recovery capabilities, ensuring high-performance storage and uninterrupted service.
- Maximize availability with *SANworks* solutions. Utilize remote data protection and consolidated storage management to safeguard business processes from disaster.
- Restore critical information with backup/recovery technology and services. Compaq can help you plan and implement a strategy for restoring information from anywhere across your enterprise, anytime you need it.
- Secure your business with disaster-tolerant storage services. Even if your data center is completely destroyed, you will be back to full operations within minutes with a disaster-tolerant solution.

### Recover quickly

- Get immediate help with Compaq Recover-All service. Compaq replaces your equipment within 72 hours of order placement—guaranteed.



- Resume business with mobile recovery solutions. Move into a mobile facility pre-configured to accommodate your computers, employees and customers while Compaq helps you to restore your damaged facility to full capacity.
- Gain continuity with business recovery center services. If disaster strikes, move your IT operations and staff to our state-of-the-art business recovery centers and get back to business—fast.



Common Causes of Data Loss

\*These incidents, which account for more than 80 percent of lost data, can be mitigated by using Compaq business continuity storage solutions.

Source: Contingency Planning Research, Inc.



## Eliminate downtime

When it comes to protecting your business, you deserve the best: a trusted advisor with more than 30 years of experience in developing and delivering business continuity solutions; a long-standing leader in high-availability enterprise computing. You deserve Compaq.

Compaq delivers comprehensive, end-to-end business continuity solutions that enable your mission-critical data to always be available, even in the event of unexpected power outages or major disasters. If a catastrophe should occur, you'll have a customized solution in place for a fast recovery—reducing business risk and enabling you to get your critical operations up and running quickly.

From analysis to implementation to unstoppable solutions, you can count on Compaq for the perfect strategy to meet your needs. You'll get proactive support that spans data centers, distributed servers, storage, PCs and the network that ties them all together. Plus, our total business continuity support extends across heterogeneous environments.

This is how Compaq has enabled more than 4,500 successful business recoveries for customers in a variety of industries, including major financial institutions, e-businesses and Internet service and health care providers. In fact, all 35 of the world's largest telecommunications companies rely on Compaq to ensure their data is always available and their customers satisfied. Join these companies and enjoy the ultimate benefit for your enterprise: the uptime to pursue new business opportunities.

## Helpful URLs

Compaq business continuity solutions, based on *StorageWorks* and *SANworks* technologies and products, meet the needs of a variety of companies—from large global organizations to small businesses. For more information on these solutions, visit:

[www.compaq.com/storage/continuity](http://www.compaq.com/storage/continuity)

Partner with Compaq Business Continuity Services for comprehensive planning, disaster tolerance and recovery services. For more information on these services, visit:

[www.compaq.com/services/bcs](http://www.compaq.com/services/bcs)

To learn more about *StorageWorks* and Compaq business continuity storage solutions, visit [www.compaq.com/storage](http://www.compaq.com/storage)

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