

datassure™

A comprehensive tape storage solution that meets the need for back-up, archive, disaster recovery and application storage, while reducing your cost of ownership.



What is datassure™?

From simple labelling through to multi-site diagnostics and tape recovery, the Fujifilm datassure™ tape storage solution has been designed to meet the needs of all data tape users. As well as providing a menu of tape solutions, the key elements of this programme are cutting edge tape technology and diagnostic services that cater for small users right through to multi-site centres, along with a tape recovery service. Fujifilm datassure™ is an integrated tape solution that reduces cost of ownership while ensuring the integrity of your data all through regular budgeted monthly payments.

Fujifilm Data Media Technology

For over 40 years, Fujifilm have been at the forefront of coating technology, constantly working to increase tape storage capacity, while dramatically improving speed and durability. Fujifilm proprietary ATOMM and NANOCUBIC™ technologies have been developed as a result of our dedication to product quality and innovation, allowing companies such as IBM to demonstrate multiple-terabyte storage capacity on a single cartridge, while assuring our future product roadmaps.



Fujifilm Media

Tapes are the most cost effective, reliable and environmentally sound approach to long-term storage of business-critical data. Fujifilm offer a wide range of mid-range and enterprise media:

LTO Ultrium™

LTO Ultrium™ G4 800GB data cartridges are the first midrange cartridges to use NANOCUBIC™ technology, delivering higher capacity and quality levels currently only found in enterprise class storage systems.

Also available in WORM – **Write Once Read Many** format for extra security.

Enterprise

3592 Enterprise media offers high storage capacity, durability and fast access. Featuring Fujifilm's NANOCUBIC™ technology, 3592 tapes can deliver native storage capacities of 300GB to 700GB (900GB to 2.1TB compressed).

Fujifilm also offer 3590E cartridges with capacities of 60GB .

DLT Tape™

Fujifilm's DLT S4 data cartridges feature proprietary ATOMM technology and offer higher capacities with increased performance to meet the needs of rapidly growing data centres.

Fujifilm also offer Super DLT I & Super DLT II and the DLT IV tapes, designed for Quantum format drives.

Labelling & Initialisation

The latest industry forecasts for automated environments continue to show rapid growth, in turn demanding improved efficiency and timely labelling of tapes. To help manage this demand and minimise costs, Fujifilm datassure™ offers a comprehensive labelling and initialisation service for Fujifilm data tapes.

We offer a customised barcode labelling service in a clean environment, ensuring the same quality controls used during the manufacturing process are applied to our value-added services. Our professionally generated labels are sharply printed to guarantee quality and consistency and can be customised to specific number sequences and colours. The labels are always applied precisely, ensuring instant recognition by auto libraries.

We can offer fast and efficient, customised labelling on both mid-range and enterprise tapes in approximately 2/3 days.



datassure™ Tape Monitoring and Diagnostics

At the heart of the datassure™ solution is our tape monitoring and diagnostics service that ensures safe back-up by analysing cartridge and drive health. Customers can choose either the DC Analyser service or the more comprehensive Fujifilm Site Analysis, powered by Crossroads™.

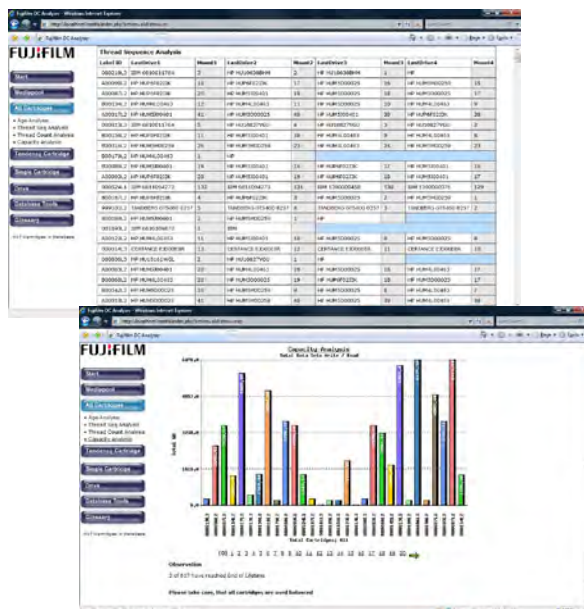
Fujifilm DC Analyser Diagnostics

Utilising the Cartridge Memory (CM) Chip found in all LTO cartridges, the DC Analyser quickly identifies back-up problems and measures overall cartridge and drive health. The DC Analyser on-site service enables your staff to continue with normal operations while Fujifilm take care of any potential back-up problems.

Fujifilm staff will provide periodic on-site evaluation of your LTO tapes and drives using Fujifilm's own DC Analyser technology and software. After each site visit we'll produce a report, providing a clear picture of cartridge health plus details of any back-up problems that may have developed.

The Fujifilm DC Analyser provides a clear status report including details on:-

- **Suspended write information**
- **Number of mounts**
- **Uncorrectable error information**
- **R/W retry**
- **EOD Information**
- **Capacity analysis**
- **Cartridge age**
- **End of life**



Health Check & Archive Verification Service

Fujifilm can offer varying levels of media Health Checks for off-site and archived media. Whether to meet compliance, SLA or corporate requirements, Fujifilm datassure™ can meet your needs.

ArchiveVerify™ powered by Crossroads™ reduces the risk of losing data on archived media. ArchiveVerify™ (AV) provides an automated process for selected tape pools. Analysis is

conducted on the total tape pool across the entire written length of tape media. This approach eliminates the risk of sampling, through spot audits, missing irretrievable critical data.

Full reports showing metrics of all tape verifications provide clearly documented records for regulatory compliance or Service Level Agreement (SLA) audits. Critically, AV provides the level of assurance that data stored to tape can be recovered.

Fujifilm Site Analysis, powered by Crossroads™

The Fujifilm Site Analysis Service proactively validates the integrity of tape back-up systems and provides regular reports on the performance, utilisation and condition of tape drives and media. The Fujifilm Service, utilising a Crossroads™ RVA is non-intrusive, providing high performance, enterprise-class diagnostics.

Customers can choose from a one-month through to a three year management programme with quarterly reports, enabling full confidence in the back-up systems and processes.

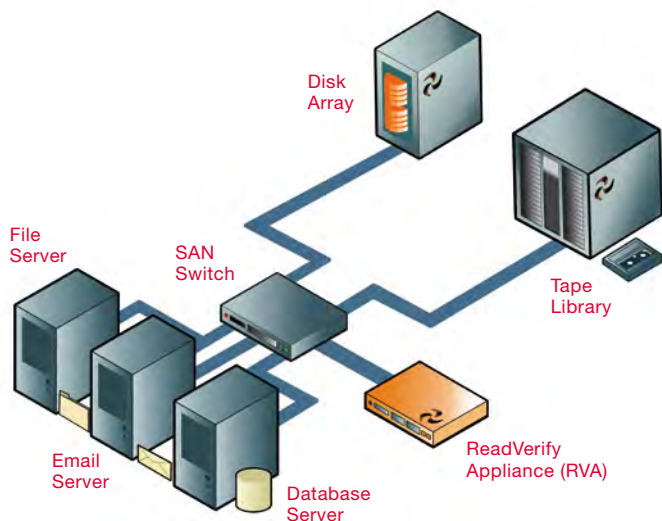
Every quarter, a detailed assessment of your current back-up environment will be produced. This complete analysis of your tape media and drive performance identifies:-

- Drive-Tape Error analysis
- Tape Drive Performance
- Drive Utilisation



From this analysis, extensive recommendations include: potential cost reductions, drive repair, library service, media and drive removal, backup application and storage network configuration.

This information can be used to help maximise existing resources, avoid expenditure, meet compliance requirements and critically, reduce the risk of lost data.



Data Disposal

Corporate governance in the 21st century requires not only a secure and confidential disposal of unwanted data and cartridges but a method that meets environmental concerns as well.

Fujifilm offers alternative levels, both of which are environmentally conscious. To ensure confidentiality, customers are sent a lockable container for transportation:

Option 1

Uses an environmentally safe destruction of media by incineration. The heat generated by the process produces high-pressure steam, which is used to generate electricity; thereby turning waste into new energy.

Option 2

This service involves disassembling (filmed on camera system for evidence) and destroying your data media, in accordance with prevailing legal guidelines. The media will be degaussed upon arrival and separated into metal and plastic for recycling. All plastic material, including the tape itself will be mechanically crushed to fine particles. A final certificate of destruction will be issued as evidence.

Recovery

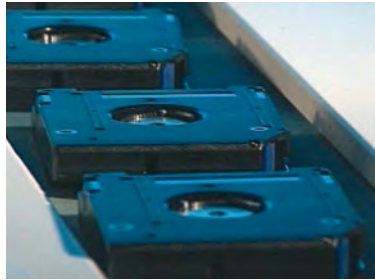
When things go wrong, from a minor mishap to a major problem such as mechanical damage, humidity or smoke, the ability to recover data from your tapes can be critical to business 'continuity' survival. In fact, being able to recover critical data can be key to the survival of any business. By combining our extensive knowledge of tape technology with our tape monitoring services, the Fujifilm datassure™ solution offers a tape recovery service which can help recover lost data from virtually any tape or non tape media.

datassure™ customers can feel secure in the knowledge that even if a catastrophe occurs, however small, they have every chance of recovering the lost data that may be priceless. Carried out under the highest security regulations, the recovered data will be copied to new media, allowing it to be accessed with no further problems. We even provide lockable transport boxes to ensure that your most confidential information is secure in transit.

Data Conversion

Secure archiving is often a major problem, especially when the data has to be merged from various types of storage media and formats to then be transferred or integrated onto a new or different backup system.

The Fujifilm datassure™ conversion service is the ideal way of minimising this problem. By creating an exact copy from the original media your data can be transferred from one platform to another and ultimately archived on a single platform.



Data Migration

Whether due to hardware upgrades, acquisition, trade purchases, mergers or merely the need to reduce software space, data migration is a great way to reduce your storage costs. There is an increasing demand for the transfer of extensive volumes of data from older 'legacy' systems over to new ones. These moves are often necessary to safeguard compatibility or to harness the considerable advantages that a new system offers.

The Fujifilm datassure™ migration service involves creating an exact copy from one media to a similar or different media in the same format without any analysis or editing. By using the service, you can avoid laborious transfers that could cost your company untold amounts of time, as well as avoiding interrupting your internal workflows and tying up staff who could be deployed more efficiently elsewhere.

Laser Etching

Using the latest advances in laser technology, Fujifilm can permanently inscribe cartridges with sequential numbers or even your company name and logo to a maximum size of 100mm x 100mm. Whether you're looking to increase your company visibility, track cartridge movement or easily identify your tapes at an off-site vault, laser etching adds extra security for your important company data. Meet today's extensive compliance standards by ensuring that each tape in your library is fully accounted for.

Storage

Library Packs

Specially designed by our engineers, the Fujifilm Library Pack is designed to protect cartridges against impact if dropped. The Library Pack also offers protection against dust and humidity, making it ideal for both storage and archiving.

Each Library Pack holds up to 20 cartridges and the packs are designed to stack neatly on top of one another, enabling quick and easy unpacking, carrying and stacking. They are made of transparent material so that any required cartridges can be selected and retrieved with minimal difficulty.



Off-site Storage

As well as providing convenient packaging requirements Fujifilm will soon be able to offer a safe and secure off-site storage option to meet your disaster recovery and long term compliance requirements. **Please contact us for details.**

Fujifilm datassure™ Service Programme

	2 Star		3 Star		4 Star		5 Star	
	SME	Data Centre	SME	Data Centre	SME	Data Centre	SME	Data Centre
Labelled & Logged Data Tapes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Labelled & Initialised Data Tapes	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional
Fujifilm DC Analyser Diagnostics	Yes	Yes	Yes	Yes	Yes	Optional	Yes	Optional
Fujifilm Site Analysis Service	No	No	No	Optional	No	Yes	No	Yes
Health Check & Archive Verify	No	No	Optional	Optional	Optional	Optional	Yes	Yes
Fujifilm Tape Recovery Service	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Environmental Secure Disposal	No	No	No	No	Yes	Yes	Yes	Yes
DC Analyser Purchase	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional
RVA Purchase	No	No	No	Optional	Optional	Optional	Optional	Optional