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ComSource Newsletter

1st Quarter 2010

IBM POWER7 – On Tuesday February 9th IBM announced their new POWER7 processor technology and four powerful new servers for AIX/UNIX, IBM iSeries, and Linux workloads. These latest additions to the family of IBM Power Systems are designed to help minimize complexity, improve performance across multiple workloads, automate processes, reduce energy consumption, increase availability, and lower total cost of ownership. We continue to see IBM grabbing Server Market Share from both SUN and HP with the POWER Series family. With eight cores per module, IBM POWER7 processors enable more performance than comparable IBM POWER6 based systems in a quarter of the space. The four new models include the IBM Power 780 Server, IBM Power 770 Server, IBM Power 750 Express Server and IBM power 755 Server. Please contact your ComSource client rep today to receive more information on this exciting new announcement.

Compellent – “Another award for Compellent Technologies” Compellent wins third consecutive “Storage Area Network of the Year” award

Honored for enterprise-class features, high performance, and ease-of-use:

“Compellent Technologies (NYSE: CML) wins the InfoWorld 2010 Technology of the Year award for its storage area network (SAN), making this the third consecutive time the product has been acknowledged as a leader in the storage industry.”

“The Compellent SAN was chosen for the way it combines enterprise-class features, great performance over Fibre Channel or iSCSI and remarkable ease-of-use. As stated by InfoWorld Test Centre, even untrained administrators can effectively manage their storage system with the Compellent SAN's intuitive wizards. More experienced personnel can use the simple command line scripting interface to provision multiple LUNs with one step. In giving the award to Compellent, InfoWorld also emphasized that “in virtualization environments, cloning drives to make new VMs is very easy and quick, and protecting critical VMs via replication to a second array is a snap.”

- **If you have any Open Systems Storage requirements for 2010, you really want to take a look at Compellent. You will be pleased that you did.**

IBM DISK- The new IBM System Storage DS8700 is the most advanced model in IBM's DS8000 lineup and introduces new dual IBM POWER6 controllers which provide improved performance. The IBM DS8700 is designed to support the most demanding business applications with its superior data throughput. Also, with its tremendous scalability, flexible tiered storage options, broad server support, and support for advanced IBM deduplication technology, the DS8700 can help simplify the storage environment by consolidating multiple storage systems onto a single system while providing the availability and performance you've come to trust for your most important business applications. The IBM DS8700 is designed to deliver the utmost in high performance—helping organizations process, store, and retrieve data at astounding speeds. For more information please contact your ComSource sale representative today.

iSeries -

In Early February IBM introduced their largest release in three years, the new POWER7 servers. POWER7 isn't just another server – it is for the Unix and Linux operating systems

If you are comfortable with Intel servers and VMware - and the value that brings, then you will be comfortable with IBM Power servers and their built in VM. There is really no difference with POWER except that virtualization is built in, and Power servers are much more scalable and efficient (2% virtualization overhead vs. 20%). Following are some of the highlights:

- ❖ Virtualization without limits

- Drive over 90% utilization
- Dynamic scale per demand
- ❖ Resiliency without downtime
 - Road to continuous availability
 - High availability systems and scaling
- ❖ Dynamic energy optimization
 - 70 to 90% energy cost reduction
- ❖ Management with automation
 - VM Control to image virtualization
 - Automation to reduce task time

SEPATON (Open Systems Virtual Tape) - SEPATON, Inc. the leader in enterprise-class disk-based data protection solutions, recently announced the immediate availability of the S2100®-MS2, a new multi-node deduplication solution utilizing SEPATON's award winning DeltaStor® software. The MS2 is designed to cost effectively meet the data protection needs of midsized enterprises that are currently hampered by scalability limitations of single-node systems.

Additionally, SEPATON extended the reach and improved both the capacity optimization and bandwidth utilization for remote replication with DeltaStor and DeltaRemote™ software version 5.3, providing customers with further data reduction efficiencies and industry- leading ROI. EMC NetWorker support is added to the list of backup applications supported by DeltaStor and DeltaRemote.

➤ **Highlights of the SEPATON S2100-MS2 with DeltaStor include:**

The rack-ready S2100-MS2 with DeltaStor software features a dual node scalable system with an entry capacity of 36 TB raw and 30 TB usable and a maximum capacity of 192 TB raw and 160 TB usable. It performs at an ingest speed of 1,200 MB/sec. The S2100-MS2 is upgradable to the S2100-ES2 series. The 5.3 software release also features advanced centralized management capabilities with robust reporting for capacity planning and management applicable across SEPATON's entire product offering.

➤ **Highlights of the SEPATON DeltaStor and DeltaRemote version 5.3 software include:**

DeltaStor version 5.3 features new support for EMC NetWorker® versions 7.3, 7.4, and 7.5. With this release, SEPATON's DeltaStor software optimizes results for all data types for supported versions of Symantec NetBackup, IBM TSM, HP Data Protector, and EMC NetWorker.

DeltaStor version 5.3 delivers improved data reduction efficiency with specific enhancements to optimize deduplication for incremental backups, structured data, and previously unsupported data types. With enhanced capacity optimization and network utilization efficiencies, customers are achieving industry-leading ROI.

DeltaRemote version 5.3 features support for six nodes for NetBackup, TSM, and NetWorker. It leverages the new features of DeltaStor to reduce replication bandwidth requirements and concurrently replicates data while backups and deduplication are ongoing. With DeltaRemote, replication starts within minutes after the backup completes delivering the industry's fastest time to safety. It also delivers detailed replication control and summary status on a tape level to enable customers to effectively manage and report on replication status and understand current and future bandwidth requirements.

Bus-Tech- Bus-Tech has been a pioneer in applying leading edge technology to the mainframe environment with a "Best of Breed" disk based virtual tape solution. Today, Bus-Tech is connecting open system storage arrays to mainframes in support of virtual tape (or tape-on-disk) and 3390 (ECKD) emulation. All of their products are based on their channel adapter products (FICON and ESCON) each being distinguished by the particular channel emulation for the particular application.

Bus-Tech's leading-edge channel and data movement technology solutions offer simple, efficient, and cost-effective ways for customers to provide enhanced disaster recovery and accelerate Intranet deployment today while maintaining the flexibility to adapt to the needs of tomorrow. These solutions enable users to

seamlessly access applications and data, which reside on the Mainframe, without sacrificing performance, reliability, security, or manageability.

The Bus-Tech Mainframe Data Library (MDL) is a ‘tape-on-disk’ solution that delivers a very scalable, highly available, high performance backup and restore solution with built-in encryption capabilities for high security. The MDL appears as a collection of 3480, 3490, or 3590 tape drives to the M/F. The MDL is designed to meet and exceed the operational and service level requirement of traditional large scale tape libraries. Tape cannot compete with the performance or reliability of disk. Streaming, compression, and the random access nature of disk improve performance of both backup and restore, leading to restore times of minutes (vs. hours for tape). The MDL provides more functionality than tape and it offers advanced disaster-recovery capabilities that eliminate the need for tape being physically transported to disaster recovery sites. The MDL solution opens up the possibility of a secure Disaster Recovery and Business Continuance solution via data vaulting over IP that ensures data integrity and lowers the cost of disaster recovery.

One of the key operational factors with the Bus-Tech Mainframe Disk Library solution is that there is no need to change existing backup software applications, hardware or operator processes. This is an enterprise-ready solution. Hundreds of data centers in 17 countries worldwide have implemented BusTech Mainframe Disk Libraries, making it the most popular ‘tape-on-disk’ solution in the market today.

The MDL family of controllers can greatly reduce or eliminate a data center’s tape dependence by transparently replacing high-cost tape subsystems with lower cost disk-based storage alternative.

CISCO – In appreciation to our end user customers – ComSource is offering the following off lease Configuration at Wholesale Prices! Equipment is fully tested and with warranty. Please contact your ComSource representative for further information regarding pricing.

<u>Qty</u>	<u>Mfr</u>	<u>Part Number</u>	<u>Description</u>
1	Cisco	WS-C6509-E	Enh C6509 Chassis, 9slot, 15RU, No Pow Supply, No Fan Tray
1		SC6K-S7K8-8.3	Catalyst 6000 Sup 720 Flash Image, Rel 8.3
2		WS-SUP720-3B	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3B
2		MEM-C6K-CPTFL128M	Cat6500 Sup720 Compact Flash Mem 128MB
2		S6M3AK9-12217SXB	Cisco CAT6000-MSFC3 IOS ENT W/SSH/3DES * special pricing
2		WS-X6748-GE-TX	Cat6500 48-port 10/100/1000 GE Mod: fabric enabled, RJ-45
4		WS-F6700-CFC	Catalyst 6500 Central Fwd Card for WS-X67xx modules
2		WS-X6724-SFP	Catalyst 6500 24-port GigE Mod: fabric-enabled (Req. SFPs)
1		WS-C6509-E-FAN	Catalyst 6509-E Chassis Fan Tray
2		WS-CAC-4000W-US	4000Watt AC Power Supply for US (cable attached)
4		MEM-XCEF720-256M	Catalyst 6500 256MB DDR, xCEF720 (67xx interface, DFC3A)
19		GLC-SX-MM	GE SFP, LC connector SX transceiver (Short Haul) - workgroup uplinks
6		GLC-LH-SM	GE SFP, LC connector LX transceiver (Long Haul) - workgroup uplinks

ComSource Leasing - IT leasing today is being looked at by more organizations than ever before.

Companies are focused on being good financial stewards and managing their capital. As a result, leasing is being considered as a vehicle to achieve that end, even by companies that historically outright purchased their IT equipment. That brings us to the subject of this article...Why choose ComSource for IT leasing? The obvious answer would be that we as one of the largest independent IT leasing companies are vendor neutral and have our only concern bringing the lowest cost solution to meet your IT requirements. However, our 20+ years in IT leasing has proven time and again, that although the upfront lease payment is important, the real test of a good lease is how the end of the lease unfolds. By that we mean did your lessor allow serial number substitution, like for like returns allowing different manufacturer’s partial lease or purchase. ComSource has the ability, as a large independent leasing company, to provide the ultimate in lease return flexibility. This when coupled with an upfront creative tailored leasing solution that can include hardware, software, and services makes a compelling offer that ensures at the end of the day your economic analysis was a sound one. Remember, leasing outsources the administrative workload associated with asset data capture, invoice management and payment processing and all that is facilitated with our no charge value added Asset Management tool. In addition, leasing provides a natural hedge against obsolescence and helps enforce a systematic refresh of technology. That said, just remember, next time you have a lease requirement think of the end of lease return upfront and then you can drive some real IT cost savings!