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2nd Quarter 2009 – ComSource Newsletter

Tape: What a difference one quarter makes! Let's see, in last quarter's ComSource Newsletter (1st Quarter 09) we discussed IBM's proposed \$6.5 billion purchase of SUN Microsystems. Here we are one quarter later discussing the final phases of the \$7.4 billion proposed acquisition of SUN by Oracle Corporation. Unlike the IBM offer which may have resulted in the Justice Department forcing suitor IBM to spin off the SUN Tape division there seems to be only one hurdle left for the Justice Department to resolve related to Java Licensing agreements. If in fact this deal closes before the end of summer (as analysts seem to expect) what does that mean for SUN's overall tape and virtual tape business? Based on what we are hearing on the street SUN seems to be having a difficult time committing to a reasonable to expect 3 to 5 year technology roadmap.

Will SUN's overall storage business have a better future under Oracle ownership versus an IBM ownership?...one would think so. However current clients are reporting that the roadmap for the current products appears to have stalled, will Oracle renew investments in tape development?

Still, these are uncertain times for SUN's tape customers as they must ask themselves:

- ❖ In the mainframe backup sector what will the follow on product be for the T10000B tape drive?
- ❖ Where will SUN take the VSM5 and will there be a viable disk based back end versus the current Hybrid disk cache/tape back end solution in particular since the SVA disk line upon which VSM is based has been discontinued by SUN?
- ❖ Will the mid-point load 9840 family continue past the Dö Model?
- ❖ SUN has grabbed very little Open Systems VTL market share as they haven't kept up with the industry leaders and their OEM partner agreements don't leave us feeling they will ever hold a leadership position in this sector. What is their committed VTL plan for 2010 and forward?

We believe that in the months ahead users that desire a well rounded backup and recovery product mix committed roadmap actively traded banded components and significantly better TCO numbers will come visit IBM. What do you think?

Open Systems Virtual Tape (VTL): SEPATON, Inc., the leader in enterprise-class disk-based data protection solutions, recently released their new DeltaRemote¹ software, which enables enterprises to back up and replicate large volumes of data for simple, cost-effective disaster protection. DeltaRemote delivers the performance, scalability and automation large enterprises need to meet regulatory requirements for disaster recovery, reduce labor-intensive tape handling, and meet stringent recovery time objectives (RTO).

DeltaRemote software leverages SEPATON's scale-out architecture, and the power of its DeltaStor[®] deduplication software to significantly reduce the bandwidth requirements of replication by as much as 97 percent. The scale-out architecture enables companies to add performance or capacity as needed simply by adding modular processing nodes or additional disk. The architecture automatically integrates added capacity and balances all processing needed to back up, deduplicate, and replicate data across multiple nodes for optimal

performance. Each SEPATON node can deduplicate as much as 25TB of data per day while replicating only relevant changes.

Highlights of SEPATON VTL DeltaRemote software include:

Network Optimization Reduces Bandwidth up to 97 percent - DeltaRemote software works with DeltaStor deduplication software to identify and replicate only unique data and pointers to previously stored duplicate data. This process significantly reduces the amount of data to be transmitted.

High Performance for Fast RTO - DeltaRemote software enables enterprises to back up data to the safety of both a primary and remote VTL automatically and at industry-leading speed and efficiency. DeltaRemote delivers the industry's fastest restore times through the use of "forward referencing," a deduplication method that maintains the most recent back up in a format ready for immediate restores without reassembly.

Scale-out Architecture - DeltaRemote software is fully integrated with SEPATON's grid architecture to enable enterprises to seamlessly add capacity and/or performance in a single appliance without over-provisioning. Scale-out technology balances all processing required to back up, to replicate, and to deduplicate large volumes of data across multiple processing nodes.

Faster, Simpler DR Testing - Regular DR testing must include a complete test of systems, procedures, and processes in as realistic a manner as possible to identify weaknesses in data movement, network delays, bandwidth limits, and, potential human errors. SEPATON DeltaRemote makes DR testing faster and more efficient by eliminating the need for time intensive tape handling and pre-test preparation.

Advanced Management Control - DeltaRemote gives users complete control of their disaster protection environment to support business objectives and policies. Users choose which data to replicate at the cartridge level, providing unmatched flexibility. Intelligent scheduling, reporting and integration with the VTL management console cut administration time and complexity.

Disk: IBM continues to offer a high quality, extremely reliable and proven line of storage solutions. With the reliable and high performance DS8000 family (DS8100 2-way : DS8300 4-way) as the enterprise solutions the DS6800 for rack mounted Mainframe, then the mid-tier DS5100 and DS5300 Open Systems and finally the versatile SAN Volume Controller (SVC) providing an industry leading ðout of bankö virtualization layerí IBM is well positioned with storage offerings.

While rarely do you see flashy advertisements for the newest IBM System Storageí DS5000 line of disk, this 7th generation architecture is ðrock solidö and delivers industry leading performance, reliability, scalability and investment protection. With scalability of up to 448 drives for the DS5300 and up to 700,000 IOPs and 6,400 MB per second the IBM System Storageí DS5000 series storage system is designed to meet today's and tomorrow's demanding open-systems requirements while establishing a new standard for life cycle longevity. Contact ComSource today for new and/or pre-owned upgrades for your existing IBM disk systems to include the IBM DS5000, DS6800 or DS8000 product lines.

Compellent Technologies SAN: Compellent is a leading provider of enterprise-class network storage solutions that are highly scalable, feature rich and designed to be easy to use and cost effective. Traded on the New York Stock Exchange, Compellent's products and services have earned industry-wide accolades including consecutive InfoWorld Best SAN awards, Storage magazine's ðQuality Awardö, Microsoft's Storage Partner of the Year and was named by Gartner as the ðworld's fastest growing SAN company.ö With an integrated storage platform, Compellent provides increased functionality and lower total cost of ownership when compared to traditional storage systems. The result is a comprehensive solution that lowers storage infrastructure, power and cooling costs, reduces management time and enables continuous data availability and storage virtualization. Compellent has grown to over 1,500 customers in the field with an unmatched leadership team in founders Phil Soran, John Guider and Larry Aszmann.

Compellent's Storage Center is a Storage Area Network (SAN) that is designed to significantly lower storage and infrastructure capital expenditures, reduce the skill level and number of personnel required to manage information and enable continuous data availability and storage virtualization. By intelligently managing data at a very granular level ó inside the volume ó Storage Center can eliminate unnecessary server and storage hardware, and consequently help reduce energy costs and space requirements. Storage Center combines industry-standard hardware and sophisticated software to intelligently optimize data movement and access at the block-level, maximizing utilization, automating tiered storage, simplifying replication and speeding data recovery.

While there are numerous benefits for an end user to use a Compellent SAN we would like to emphasize two (2) important Key Drivers and Benefits for users:

- ❖ **Enterprise Array License** ó In addition to all of the great functional and performance oriented benefits that Compellent will bring to the customer one of the most important, if not the most important, financial oriented benefit to customers is the special offer by Compellent Executives for a complete Enterprise Software Array License.

Traditional legacy storage companies increase both overall software costs as well as ongoing software support expense as users add additional disk drive capacity. In essence, if users increase raw and usable disk capacity from 10TB to 20TB and then to 50TB and up both storage software expenses and ongoing software support charges will rise incrementally. As users may be aware, this increase can be more than 50% of the initial cost of a SAN solution making ongoing storage software and software support one of the most expensive components of your SAN infrastructure. (This is a dirty little secret in the storage industry but it is a major ógot youö and a major profit center for the legacy storage vendors.)

At Compellent, on the other hand, since the first Storage Center solution shipped in 2003 they've offered a software license cap at the 96 drives per Array. This means that Compellent Arrays with 96 disk drives (any size or type) cap any additional software or software support charges allowing you to add additional drives to the Array incurring only HW costs.

In summary, this Enterprise Array License offering by Compellent provides customers with a tremendous TCO advantage over competitive storage alternatives. To be able to benefit 24x7 from Compellent's tremendous software suite of Data Progression, Data Instant Replay, Fastrack & Remote Instant Replay (either Synchronous or Asynchronous) and more and not have to pay any additional monies above 96 disk drives for that industry leading software (and software support) is really a tremendous and unparalleled program offering for each end user. (NOTE: Compellent Arrays can support 600, 700 or up past 800 disk drives.)

- ❖ **Solid State Disks (SSD)** - We feel strongly that it is cost prohibitive and just plain not necessary for any end user to buy significant quantities of SSD capacity at this time. We are confident that Compellent will provide customers with enough SSD capacity to realize the benefits of SSD without ó öbreaking the bank.ö Our team feels this way because in the world of SSD Compellent offers the value of Data Progression. While other storage vendors require an entire application/volume to be housed on SSD, Compellent only requires the active blocks from a volume or application to be housed on an SSD. While other vendors design SSD to support reads/writes/active/inactive data, Compellent views SSD as an initial space for all incoming writes. Conservatively, if Compellent estimates the end user to have a 40/60 write/read active/inactive environment we can design for 60% less capacity than all competing vendors.

Ironically, it is this lack of change within the proven elements of a Compellent SAN solution coupled now with SSD capabilities, that makes the addition of those SSD's so valuable in a Compellent storage system.

IBM pSeries: Today's POWER6 systems combine industry-leading performance, scalability and modularity to enable you to get the most from your investment and build a flexible, dynamic infrastructure that easily adapts and grows based on your business needs. No other systems provide the performance per processor core, the range of scalability or the ability to incrementally and linearly add performance and capacity. ComSource has a large inventory of refurbished pre-owned units and upgrades to include processors, memory, and disk drives for the full range of pSeries. A couple examples of p6 Servers that ComSource has in inventory today include:

Entry Level - 8203-E4A

4 way 4.2ghz with 16 gig memory and 2 x 74 gig SAS drives

ComSource Discounted Sale Price \$12,500 (new in box)

Midrange - 8204-E8A

8 way 4.2ghz with 64 gig memory and 4 x 144gig SAS drives

ComSource Discounted Sale Price \$55,000 (new in box)

Enterprise - 9117-MMA

16 way 4.2ghz with 128 gig memory and 4 x 300gig SAS drives

ComSource Discounted Sale Price \$150,000 (new in box)

Enterprise - 9119-FHA

32 way 4.2ghz with 256 gig memory and 20 x 300gig SAS drives

ComSource Discounted Sale Price \$680,000

IBM Mainframe: Now is the time to refresh your IBM processor technology and save money at the same time. Even if you already have an IBM Z9 processor for production, why not procure a second one for your own internal Disaster Recovery initiative? Not only are our IBM Z9 processors less expensive than you may think over the next three years you will save money. If you are an end user with an IBM Mainframe Model Z800, Z890, Z900, Z990 by replacing your current IBM Processor with the latest IBM Z9 Processor supplied by ComSource you will significantly reduce your maintenance expense. If you currently use IBM for your ZSeries maintenance and you replace your older Z800 or Z900 processor with an IBM Z9 processor you should see a maintenance reduction of between 35% and 40%. As you are aware by reducing MSU levels on your IBM ZSeries processor you and your company will experience a reduction in monthly or annual IBM software expenses. Also with an MSU drop of 20% you would be positioned to strongly negotiate with your ISV providers to request/demand reduction in your annual ISV support contracts.

Another way to save money today is third party maintenance. ComSource has a very high quality third party IBM maintenance provider as a partner affiliate of ComSource. This team has the experience, the references and the track record supporting Enterprise accounts with 7x24x365 support. We are seeing savings in the 40% range versus discounted IBM maintenance rates to most Fortune 1500 end users.

Please contact your ComSource sales representative today for a tailored proposal on the latest Z9 Processor and together you can compare the operating costs. It can't hurt it can only help and we will do the legwork.

Mainframe Virtual Tape Solution for SME and Enterprise Environments: Bus-Tech, Inc., a leading provider of Virtual Tape solutions for mainframe environments, and Compellent, a leading provider of enterprise-class network storage solutions that are highly scalable, feature-rich and designed to be easy to use and cost effective, recently announced the interoperability of Bus-Tech's Mainframe Data Library (MDL) with Compellent's Storage Center storage area network. Interoperability was confirmed based on testing at Bus-Tech's laboratory in Burlington, MA.

"Successfully completing interoperability testing between MDL and Storage Center provides customers with assurance of smooth integration," stated Bus-Tech President, Al Brandt. "By partnering with Compellent, Bus-Tech is once again enabling mainframe customers access to the benefits of leading edge technology from the open systems storage market."

"By teaming with Bus-Tech, we're enabling customers to extend their investments in the Compellent SAN to their mainframe environments," said Bruce Kornfeld, vice president of marketing and product management at Compellent. "The highly scalable, modular design of the combined solution can meet the needs of any size mainframe installation."

As part of the certification process for the Compellent SAN, the MDL was tested with the Compellent Storage Center in dual FICON and ESCON configurations and attached via Fibre Channel to the Storage Center. The combined solution underwent stress and functionality tests to help ensure users can perform normal tape processing without any changes to their existing applications or JCL. The MDL is available in combination with the Compellent Storage Center to provide a cost effective solution for using disk for mainframe backup and enhanced batch processing.

ComSource is excited to offer this enterprise solution of MDL and Storage Center to our customers who are seeking to improve data center efficiency and reduce costs. MDL offers simplicity and efficiency to our mainframe tape customers by eliminating costs, administration and risks associated with tape media. This is complemented by Storage Center, which brings affordable enterprise class SAN storage with leadership thin provisioning, automated tiered storage and thin replication features. This flexible solution offers outstanding value to both our small and large enterprise customers.

Please contact your ComSource sales representative today for more information.

Bus-Tech, Inc.: The leading supplier of data center connectivity products, recently announced their new mainframe data library model targeting the converged mainframe and distributed system back-up market to allow existing VTL users to add mainframe capabilities

The new Mainframe Data Library (MDL) model 100V is positioned to add mainframe connectivity to the leading distributed systems VTL vendors' offerings and provide data centers with a single backup vehicle for both mainframe and distributed system server environments. Doing so simplifies data backup for the enterprise, takes advantage of the VTL's deduplication capabilities and reduces the overall cost associated with data protection.

Interoperability was confirmed based on testing at Bus-Tech's laboratory in Burlington, Massachusetts. As part of the certification process, the MDL-100V was tested with the industry leading VTL vendors' products for three key measurements: connectivity/functionality, read and write performance and deduplication effectiveness where applicable. The combined solution underwent stress and functionality tests to help ensure users can perform normal tape processing without any changes to their existing applications or JCL. The MDL-100V provides a cost effective solution for using disk for mainframe and open system backup and recovery.

The MDL-100V connects to the VTLs as a server via dual fibre channel. The MDL-100V is available with either FICON or ESCON mainframe channel attachment and emulates up to 32 tape drives (3480/90 and 3590) on the mainframe. As the mainframe writes tape volumes to the MDL-100V they are passed directly through to the VTL. Subsequent vaulting of the data is a function of the specific VTL.

HP: ComSource has the latest HP Unix rx7640 and rx 8640 servers **in stock & ready to ship.** If you currently have these servers, we have all upgrades available such as:

Memory:	AB455A	8GB Kit (2x4GB Dimms)
	AB456A	16GB Kit (2x8GB Dimms)

Processors:	AB584A	1.6Ghz 18Mb Montecito cpu's
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We also have all parts and peripherals. ComSource can offer great deals on all HP gear. Along with this we can provide 3rd Party Maintenance, which will save you even more.

Please call your ComSource Representative to find out exactly how much you can save!

CISCO: In order to keep our customers informed of our many Cisco capabilities. I would like to describe how we can blend product to best meet a customers needs. We recently supplied a customer with a Cisco Nexus switch brand new through distribution, a Cisco 7206 with a fully tested refurbished chassis and a mix of New Surplus and Pre-owned modules, Sup Engines, power supplies and modules.

This blending of New through Distribution, New Surplus , and refurbished allowed our customer to bring in the product he needed under budget rather than lesser product that their budget allowed if they only purchased new.

Switches: Brocade and IBM extend OEM relationship to enterprise IP networking – Brocade announced that IBM will rebrand and sell the Brocade enterprise IP networking family of products through the IBM global sales fore and authorized IBM Business Partners. This original equipment manufacturer (OEM) agreement complements and extends the existing relationship between Brocade and IBM for storage area networking (SAN) products. Initially, IBM plans to sell the following Brocade IP networking product families under the OEM agreement, with additional products to be added over time. IBM will offer multiple models in each product family:

- Brocade Netron MLX Series as IBM m-series Ethernet routers
- Brocade Netron CES 2000 Series as IBM c-series Ethernet switches
- Brocade FastIron SX Series as IBM s-series Ethernet switches
- Brocade FastIron GS Series as IBM g-series Ethernet switches

Encryption: ComSource can help with all Encryption needs ...if you have SOX or HIPA requirements, Credit Card transactions... or need to secure data to the lap tops of your Company's Road Warriors. We can help you implement a complete end to end solution.

- ❖ Scalable Encryption Platform
 - Manage multiple encryption functionalities from a single administrative console
 - Central enforcement of security policies
 - Robust logging demonstrates compliance with security policies/government regulations
 - Full Integration with LDAP infrastructure
- ❖ Gateway Email Encryption
 - Completely transparent to internal users
 - Central policy enforcement dictates when and how messages will be encrypted without end user interaction
 - Built-in alternative delivery mechanisms allow for secure communications with business partners without requiring them to purchase an encryption solution
 - Leverage PGP's Additional Decryption Key (ADK) to securely access your company's encrypted data
 - Managed by Universal Server
- ❖ NetShare
 - Seamless, secure network collaboration without impact to end users' experience
 - Encryption follows files to local disks
 - Leverage PGP's Additional Decryption Key (ADK) to securely access your company's encrypted data
 - Managed by Universal Server
- ❖ Whole Disk Encryption
 - Built-in ability to encrypt USB drives
 - Secure recovery with Whole Disk Recovery Tokens or ADK
 - Managed by Universal Server
 - Aggressively priced to allow for sensible replacement of existing solution

Please contact ComSource if you are interested in finding out more about our encryption solutions in these areas or other areas in which your data protection is imperative

ComSource Equipment Specials



www.comsourceny.com – Off Lease Specials

All Equipment comes clean and tested. We accept all credit cards.



Please Read – Special Terms and Conditions:
Quantities and type of equipment available for sale changes daily!

Equipment will be located in East Syracuse, NY.
 PC Equipment comes with Operating System Only (no original software/CDs)! Orders processed and shipped out 72 hours after receipt of order.
 (excluding weekends and holidays)
 Sale Prices do not include shipping and tax.



Laptop Specials		ComSource is pleased to offer the following specials to get your student ready to go back to school. These laptops have very little weight to them but have a full size keyboard, and phenomenal Pentium processors. Perfect for students on the run from class to class.	
<p>Dell Latitude D410</p> <p><i>“The Dell Latitude D410 is a 12.1" screen portable business laptop. It shares some similarities with the ultra light Latitude X1, such as having the same 12.1" screen size and no built-in optical drive to keep weight down, but it is overall quite different and more of a cross between an ultraportable and thin-and-light workstation. With its Pentium M processor, 1 Gig of RAM, a full size keyboard featuring dual navigation and nice overall design and build, the Latitude D410 is an enticing portable laptop.”</i> © source Notebookreview.com</p>	<p>PM © 1.86 1 Gig of RAM External DVDRW Wireless B/G XP Pro 12ö Screen 3.8 lbs Docking Station included!!</p>	<p>Sale Price:</p> <p>Hard Drives Available:</p> <p>40 Gig Hard Drive: \$205.00</p> <p>60 Gig Hard Drive: \$225.00</p> <p>80 Gig Hard Drive: \$245.00</p>	
<p>Dell Latitude X1</p> <p><i>“The most striking thing about the Latitude X1 is of course its size and weight. With the standard 3-cell battery, the unit weighs just 2.5 pounds and is slightly less than an inch thick. It's indeed one of the lightest notebooks on the market, and definitely the lightest for a 12" screen notebook. It's a real joy to put this notebook in your carrying case and not even feel the weight.”</i> © source Notebookreview.com</p>	<p>PM © 1.10 1.25 Gigs of RAM 60 Gig HD External DVDRW Wireless B/G XP Pro 12ö Screen 2.5 lbs</p>	<p>Sale Price:</p> <p>\$225.00</p>	

In addition to the special price we are also passing along FREE SHIPPING when you purchase one of the above Back to School laptops. **TO REDEEM ONLINE:** Enter promotion code **9PH9FB** in the promotion code box on the Payment Information page during checkout to receive your Free Shipping discount.

Monitors

Dell 1704 FP	17" LCD Flat Panel	Sale Price: \$65.00	
Dell 1707 FP	17" LCD Flat Panel	Sale Price: \$75.00	
Dell 1905 FP	19" LCD Flat Panel	Sale Price: \$85.00	
Dell 1907 FP	19" LCD Flat Panel	Sale Price: \$95.00	
Dell 2001 FP	20" LCD Flat Panel	Sale Price: \$105.00	
Dell 2007 FP	20" LCD Flat Panel	Sale Price: \$115.00	


Desktops

Dell GX620 DT	P4 – 3.0 1 Gig of RAM 80 Gig HD CD XP Pro <i>Includes keyboard and mouse</i>	Sale Price: \$195.00	
HP DX5150 MT	Athlon 64 – 2.0 512 of RAM 80 Gig HD DVD/CDRW XP Pro <i>Includes keyboard and mouse</i>	Sale Price: \$125.00	

Printers

HP LJ 2420		Sale Price: \$75.00	
HP LJ 4250TN		Sale Price: \$155.00	

Laptops

Dell Latitude D810	PM 6 1.86 1 Gig of RAM 80 Gig HD DVDRW Wireless B/G XP Pro 15.6 Wide Screen	Sale Price: \$275.00	
HP NC8430	Core Duo – 2.0 1 Gig of RAM 80 Gig HD Bluetooth Wireless B/G Mini IEEE1394 Finger Print Reader SD Card Reader XP Pro 15.6 Widescreen	Sale Price: DVD/CDRW - \$375.00 DVDRW - \$415.00	