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Announcing the Scalar i40 Entry-Level Library

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Introduction

Quantum is pleased to announce the addition of the Scalar i40 entry-level tape library to its popular Scalar iLayer family of products.

This announcement defines the key product features of the Scalar i40, its end-user benefits and positioning against the competition.

Key Messages

The most important things to know about the new Scalar i40 library are:

- It allows channel partners to offer a differentiated product with significant feature advantages over conventional 2U, 24-slot products at price parity, enabling greater margin retention.
- It provides greater capacity, better scalability and easier management than competitive products.
- It provides market-leading investment protection with capacity-on-demand (COD) scalability, enabling the library's capacity to grow on demand with the customer's data – growing from 25-slots to 40-slots with a software license.
- Quantum will introduce another entry-level library, the Scalar i80, next quarter that will compete with the conventional 4U, 48-slot products, with similar advantages as the i40 has against the 2U, 24-slot products – a separate marketing announcement will provide Scalar i80 details at a later date.

Field Action

Familiarize yourselves with the content within this document and the associated sales tools so you can effectively position the Scalar i40 product into appropriate customer environments and against competitive offerings.

Special Considerations

There are some special considerations to be aware of with the Scalar i40 library:

- The Scalar i40 is available in native Fibre Channel and Serial Attached SCSI (SAS) interfaces only – there is no SCSI interface. Understand that SAS is the next generation of SCSI, offering advantages over conventional parallel SCSI interfaces and its use with tape products is increasing. A Technical Brief (TB00013A-v01) discussing the SAS interface in detail will be available on the Quantum Sales Tools Web site.
- The Scalar i40 library is not stackable – it ships with all tape slots installed and will scale through COD software licensing only, which is a simpler, more cost-effective customer solution.

Product Description

Overview

The Quantum Scalar i40 is an easy-to-use, entry-level tape library for the growing storage needs of small-sized businesses and remote office environments of larger enterprises. The Scalar i40 saves time by simplifying everything from initial set-up and on-going management, to adding capacity over time.

The COD (capacity-on-demand) scalability feature enables the library's capacity to grow on demand with users' data – without disruption. Start with 25 slots and scale up to 40 slots as data requirements grow via a software license – no hardware to purchase or install – providing market-leading investment protection.

Key Features

The Scalar i40 product includes the following key features:

- Base capacity of 25 slots, that scales to 40 slots via simple COD licensing providing market-leading investment protection.
- iLayer management software, which has shown to reduce management time and service calls by 50% each, saves IT management time and increases library uptime.
- AES 256-bit encryption support for the highest-levels of security to ensure compliance with government regulations and security of customer data.
- Up to five import/export (I/E) slots, which are in addition to the 25 data slots, for ease of loading and unloading tapes for offsite storage without impacting the 25 available data slots.
- Support for LTO-4 tape drives (Full-Height and Half-Height) with native Fibre Channel and SAS interfaces.

COD Licensing

The amount of data customers need to protect grows over time. To account for this fact, customers typically purchase tape automation with enough capacity to support projection of future storage needs. Buying too much capacity, or not enough, up-front can be wasteful. Adding capacity has historically been achieved by purchasing new hardware – either a new library, mechanical expansion or 'stacking' hardware – which is costly and can be cumbersome requiring new rack configuration, as well as additional cabling and power considerations. The Scalar i40 enables customers to simply and cost-effectively increase their storage capacity 60%, from 25 slots to 40 slots, through a simple COD software license.

iLayer Management Software

iLayer management software, shipped in over 30,000 Scalar libraries, is embedded in the Scalar i40 library and has shown to reduce management time by more than 50% in most instances. iLayer's easy-to-use interface benefits both small businesses and remote offices managed by IT staff in that it does not require a dedicated full-time technical staff member to keep it up and running smoothly and reliably.

Another iLayer benefit is proactive diagnostics, which has shown to reduce service calls by 50%. Proactive diagnostics provide easy-to-understand messages with specific corrective actions, allowing customers to avoid downtime, which allows them to spend more time doing other things besides managing the backup environment.

Encryption

Security of data is one of the most challenging problems facing customers today. Once data is offsite for disaster recovery and long-term retention, it is especially vulnerable and must be encrypted for protection against loss or theft. With 44 US federal states and other countries having passed security-related laws, encrypting data is no longer an option – it is fast becoming a requirement for all of our customers.

The Scalar i40 supports US government-level, AES 256-bit, encryption to ensure customer's data is secure, even when stored offsite. Most popular ISV backup applications provide encryption key management that is suited for small- to medium-sized businesses. With application-based key management, the end user is responsible for keeping track of the relationship between their passwords and the encrypted data sets. In smaller environments this may be the best solution.

For more complex environments or customers who don't want 'something else' to manage, the Quantum Scalar Key Manager is planned to support the Scalar i40 library by mid-2010. The Scalar Key Manager reduces ongoing time spent managing the encryption key process and is a 'set and forget' solution.

Import/Export (I/E) Slots

Import/Export (I/E) slots simplify the loading and unloading of tapes for offsite storage. For example, the IT administrator can arrive in the morning and retrieve last night's backup tapes from the I/E slots, replace them with new tapes and the i40 will add the new tapes into inventory. The I/E slots eliminate the need for the library to re-inventory all tape media and only inventories the new tapes. This process protects against the wrong tapes being removed, while also saving time.

The Scalar i40 provides more I/E slots than competitive products and provides them in addition to the 25 base slots. This means customers can use all 25 data slots and have up to five dedicated I/E slots as well. Competitive products only offer 24 slots with the option of making one of the slots an I/E slot, resulting in just 23 data slots. Typically, customers take full backups offsite and exporting only one tape at a time with competitive products is not much benefit, compared with the five import/export tapes available with the i40.

Specifications

The Scalar i40 has the following specifications.

	25 Active Slots (Base Configuration)	40 Active Slots (With COD License)
Active Tape Slots	25	40
Removable Magazines	Two 20-slot (only 25 are usable for data cartridges plus five for Import/Export)	Two 20-slot
Max. Native Capacity	20TB	32 TB
Import/Export	0 to 5 (in addition to 25 data slots)	0 to 5 (subtract from 40 data slots)
Barcode Reader	Standard	
Remote Management	Standard	
Rack Space	3U	
Drive Type	LTO-4	
No. of Drives	Up to two HH or one FH	

	25 Active Slots (Base Configuration)	40 Active Slots (With COD License)
Native Drive Performance	288GB/hr (HH) 432GB/hr (FH)	
Interface Options	native Fibre Channel 4Gb (LC connector) SAS 3Gb (SFF-8088 connector)	
Dimensions (HxWxD)	5.2" x 17.5" x 31.2" (13.2cm x 44.6cm x 79.2cm)	
Weight	45 lbs (20.5 Kg)	
MTTR	Less than 30 minutes	
Diagnostics	Embedded monitoring of major library subsystems, self-diagnostic procedures, and policy-based email and pager alerts to system administrators and Quantum Global Services	
Environmental		
Electrical	100-240VAC, 50-60Hz	
Temperature, operating	50 to 95°F (10 to 35°C)	
Humidity, operating	20 to 80% non-condensing	
Compliance and Certification		
Safety Standards	IEC 60950 with all worldwide country deviations	
Emission Standards	Class A of FCC part 15, ICES-003, CISPR 22, EN55022 Class A, VCCI, CNS 13438, KN22, AS/NZS CISPR 22, EN61000-3-2, and EN61000-3-3	
Immunity Standards	EN55024, KN24	
International Certifications *	CE (Europe), VCCI (Japan), GS (Germany), FCC (USA), ICES (Canada), NRTL (USA & Canada), GOST (Russia), BSMI (Taiwan), MIC (Korea),	

* Some international certifications may not be available at initial shipment, but they will all be certified by the end of December 2009. Check with product management or your Quantum account rep for details.

Business Benefits

The Scalar i40 saves business time and money. The Scalar i40 provides greater capacity, better scalability and easier management at comparable prices to competitive offerings. And with over 30,000 iLayer libraries shipped, customers can rest assured knowing the iLayer benefits are proven to simplify tape management and increase library uptime.

Features and Benefits

Feature	Benefit
COD Licensing	Investment protection – allowing the library capacity to simply grow on demand with users' storage needs, through software licensing only – no additional hardware
iLayer Management	Simplifies management saving time and increasing reliability
Encryption	Provide regulatory compliance and secures company data while transporting and storing offsite
I/E Slots	Simplify tape load and unload operations for offsite storage
Advanced Reporting Option	Provides media integrity and drive utilization reporting to increase reliability of the solution and optimize performance
Magazines	Large, 20-slot magazines facilitate bulk load and unload

Product Positioning

The Scalar i40 and the forthcoming Scalar i80 are extensions of the Quantum Scalar iLayer family of products. Which Scalar library is best for the customer will depend on the customer's specific use case. The following customer characteristics need to be considered:

- Amount of data to protect
- How long will the data be retained in the library
- What's the backup window
- What's the projected rate of data growth

Answers to the questions above will determine the best Scalar product for the customer.

The Scalar i40 is positioned to meet the needs of smaller businesses, where this may even be their first library purchase. Typical environment is 2-4TB of data to protect, with four-week retention and a moderate projection for data growth.

Competitive Positioning

The Scalar i40 is positioned to compete against the 2U, 24-slot products that dominate the low-end of the entry automation market. These products have common features and all but one are made by the same vendor – making them identical with only branding differences.

The Scalar i40 is well positioned to compete against the 24-slot products as it provides more capacity, better scalability and easier management at a comparable price. The following table highlights the feature benefits of the Scalar i40 and i80 over the conventional product offerings.

	Dell, HP, IBM, Sun, Overland, Tandberg	Quantum Scalar i40
Form Factor	2U	3U
Drives	Up to two	Up to two
Slots	24	25 or 40
Removable Magazines	Two 12-slot	Two 20-slot (in 25-slot configuration, 25 of the slots are available for data cartridges and five are available for I/E)
Advanced Management	No	iLayer
Scalability	No	Yes. 66% more capacity.
Import/Export	1 (reduces slot count to 23)	0-5 (reduces slot count in 40-slot configuration)
RMU & Partitioning	Yes	Yes
Encryption	Yes	Yes
Connectivity	nFC, SAS, SCSI	nFC, SAS

	Dell, HP, IBM, Sun, Overland, Tandberg	Quantum Scalar i80
Form Factor	4U	3U
Drives	Up to four	Up to five
Slots	48	50 or 80

	Dell, HP, IBM, Sun, Overland, Tandberg	Quantum Scalar i80
Removable Magazines	Four 12-slot	Four 20-slot (in 50-slot configuration, 50 of the slots are available for data cartridges and 10 are available for I/E)
Advanced Management	No	iLayer
Scalability	No	Yes. 66% more capacity.
Import/Export	3 (reduces slot count to 45)	0-10 (reduces slot count in 80-slot configuration)
RMU & Partitioning	Yes	Yes
Encryption	Yes	Yes
Connectivity	nFC, SAS, SCSI	nFC, SAS

Application Software Support

The Scalar i40 will have broad backup application support with the following certifications planned for GA:

- Symantec NetBackup v6.5
- Symantec Backup Exec v12.5
- CommVault Galaxy v8.0
- CA ARCserve v12.5
- EMC NetWorker v7.5x
- EMC Retrospect

Other applications will be added post-GA; be sure to check the ISV compatibility guide that resides on the Quantum website www.quantum.com for the latest application support details.

Host Bus Adapter Support

The following SAS and Fibre Channel host bus adapters (HBAs) are compatible with the Scalar i40 library

SAS

- LSI LSI3801X 3G SAS
- LSI LSI3801E 3G SAS
- Dell 5E 3G SAS
- HP SC44Ge 3G SAS
- SUN SG-XPCIE8SAS-E-Z 3G SAS
- ATTO H380 3G SAS FC:

Fibre Channel

- Brocade 815/285 8GB
- Qlogic QLE 2560/2562 8GB
- Qlogic QLE/A 2460/2462 4GB
- Emulex LP/LPe 12000/12002 8G
- Emulex LPe/LP 11000/11002 4GB
- IBM 5758, 5759 4GB
- HP AB3738A, AB379A 4GB
- Sun SGXPCIE1FCQF8Z, SGXPCIE2FCQF8Z 8GB
- Sun SG-XPCIE1FC-QF4, SG-XPCIE1FC-EM4 4GB

For the latest hardware support, check the compatibility guide that resides on the Quantum website www.quantum.com.

Upgrade Path

The Scalar i40 ships in a base configuration with 25 active slots. Customers can upgrade their active slot count from 25 to 40, by purchasing a 15-slot COD software license.

The Scalar i40 supports up to two HH tape drives (or one FH); customers that initially purchase a system with a single HH tape drive can add a second (HH only) later if so desired.

The Scalar i40 will ship with fourth generation LTO drives (LTO-4) at GA. LTO-5 drives will be available for upgrade in 2010, almost doubling the capacity over LTO-4 configurations.

Configuration Guidelines

The Scalar i40 is customer installable and simple to configure. The library ships with 25 active slots, in one and two drive configurations, with SAS or native Fibre Channel interfaces.

The Scalar i40 library includes rackmount hardware; if customers are not mounting the library into a rack, a desktop kit is available and recommended.

An easy-to-use Scalar i40 configurator is available now in Quantum Marketplace that makes it simple to quote and order a complete solution including hardware, software, options, cables, media, installation, warranty uplifts and training, all without opening a price book.

Documentation

The Scalar i40 ships with printed QuickStart Guide, China ROHS statement, and System Safety and Regulatory Guide. A soft copy User's Guide is included on a CD.

Sales Tools

The following information will be available on the Quantum Sales Tools Web site. Partners can access this at <http://salestools.quantum.com> or by clicking the "Sales Tools" link in Quantum Alliance. Quantum employees may use the same URL or should click "Sales Tools" to the right of "Sales & Marketing" in the upper left of the myQ home page. Some tools may not be available immediately, but will be added soon.

- Scalar i40 Datasheet (DS00409A-v01)
- Scalar i80 Datasheet (DS00410A-v01)
- Scalar i40/i80 Sales Presentation (P00322A-v01)
- Scalar i40/i80 Competitive Overview (CU00220A-v01)
- Scalar i40/i80 FAQ (FAQ00053A-v01)
- SAS (Serial Attached SCSI) Overview (TB00013A-v01)

Datasheets are also available on Quantum's website (www.Quantum.com) or by clicking the system model numbers in the Quantum Marketplace product catalog.

Availability

The Scalar i40 products described in this announcement may be ordered 05NOV09 and will be available for shipment starting 10NOV09 in North America. Shipments will start in other regions on 17NOV09.

International Considerations

Warranty coverage and service offerings are not available in all areas or may be available as an option at additional cost. In

some limited areas, warranty coverage may not be provided at all. Please contact your local Quantum representative for more information concerning areas and type of warranty and service coverage that is available.

Shipping Information

Details on shipping dimensions and weights can be found in the *Quantum Price Book*, revision 51 (revision 51A for EMEA, APAC and LAM) or by clicking the model number in the Quantum Marketplace product catalog.

Warranty and Service

The Scalar i40 library includes a one-year next business day CRU (replacement item will be shipped to arrive next business day, customer will perform the replacement and return of failed item), and one-year on-site Bronze Level (5x9xNext Business Day) response for FRU replacement. Two-year CRU/FRU warranty extensions (three-years total) are available. Warranty uplifts include Bronze (5x9xNBD on-site), Next Business Day Gold (7x24xNBD on-site) and Gold (7x24x4 on-site).

All add-on/upgrade items within the library are covered at the same service level as the library they are installed in.

An uplifted warranty replaces the standard warranty with a service contract. The terms of the service contract supersede the warranty terms and conditions when warranty uplift is purchased during the warranty period. Warranty uplifts and extensions are offered at a discount from the standard renewal pricing, and are available only at the time of the corresponding product purchase. Extended or uplifted warranties purchased after this point will be priced at the standard renewal rate.

Warranty coverage or uplifts may not be available in all areas. Please contact your local Quantum representative for more information concerning areas and type of warranty and service coverage that is available.

Warranty extension and uplift model numbers and pricing can be found in the *Quantum Price Book*, revision 51 (revision 51A for EMEA, APAC and LAM) or in the Quantum Marketplace product catalog. The Quantum Marketplace Scalar i40 configurator makes it easy to select the correct options and will as-

semble a cart/quote showing the list of model number and prices without using the price book.

Installation

The Scalar i40 is customer installable. Customers have the option to purchasing phone-based installation service at an additional charge, which includes pre-scheduled phone-based installation plus registration for Quantum's online Scalar i40 training courses. On-site installation is also available for purchase.

Installation model numbers and pricing can be found in the *Quantum Price Book*, revision 51 (revision 51A for EMEA, APAC and LAM) or in the Quantum Marketplace product catalog. The Quantum Marketplace Scalar i40 configurator makes it easy to select the correct options and will assemble a cart/quote showing the list of model number and prices without using the price book.

Distributor Stock Rotation and Price Protection

Standard stock rotation and price protection policies are in effect in accordance with your written agreement

Conclusion

The Scalar i40 provides significant benefits over conventional entry-level tape automation products, including better investment protection and less time managing the backup environment.

Customers realize these benefits because the Scalar i40 has more capacity, better scalability and easier management than the conventional 2U X 24-slot products.

All this, with the confidence of knowing that over 30,000 Scalar iLayer libraries have shipped, makes the Scalar i40 the intelligent choice.

Model Numbers and Pricing

Model numbers and list pricing is available below. Model numbers and channel pricing can be found in the *Quantum Price Book*, revision 51 (revision 51A for EMEA, APAC and LAM), in the Quantum Marketplace product catalog or by using the Quantum Marketplace Scalar i40 configurator.

Model Number	Description	End-User List Price (USD)
LSC14-CH4G-119H	Quantum Scalar i40 Library, one LTO-4 tape drive, 25 slots, native Fibre Channel <i>Includes rackmount kit, 60 data cartridge barcode labels, one North American and one European power cord. Power cords for other regions should be sourced locally. If not mounting in a rack, customer should purchase a desktop kit. Customer installable, but phone-based installation and training purchase is recommended.</i>	\$9,282
LSC14-CH4G-219H	Quantum Scalar i40 Library, two LTO-4 tape drives, 25 slots, native Fibre Channel <i>Includes rackmount kit, 60 data cartridge barcode labels, one North American and one European power cord. Power cords for other regions should be sourced locally. If not mounting in a rack, customer should purchase a desktop kit. Customer installable, but phone-based installation and training purchase is recommended.</i>	\$12,417
LSC14-CH4M-119H	Quantum Scalar i40 Library, one LTO-4 tape drive, 25 slots, SAS <i>Includes rackmount kit, 60 data cartridge barcode labels, one North American and one European power cord. Power cords for other regions should be sourced locally. If not mounting in a rack, customer should purchase a desktop kit. Customer installable, but phone-based installation and training purchase is recommended.</i>	\$7,473
LSC14-CH4M-219H	Quantum Scalar i40 Library, two LTO-4 tape drives, 25 slots, SAS <i>Includes rackmount kit, 60 data cartridge barcode labels, one North American and one European power cord. Power cords for other regions should be sourced locally. If not mounting in a rack, customer should purchase a desktop kit. Customer installable, but phone-based installation and training purchase is recommended.</i>	\$12,000
LSC14-CH4G-119A	Quantum Scalar i40 Library, one LTO-4FH tape drive, 25 slots, native Fibre Channel <i>Includes rackmount kit, 60 data cartridge barcode labels, one North American and one European power cord. Power cords for other regions should be sourced locally. If not mounting in a rack, customer should purchase a desktop kit. Customer installable, but phone-based installation and training purchase is recommended.</i>	\$10,210
LSC14-CH4M-119A	Quantum Scalar i40 Library, one LTO-4FH tape drive, 25 slots, SAS <i>Includes rackmount kit, 60 data cartridge barcode labels, one North American and one European power cord. Power cords for other regions should be sourced locally. If not mounting in a rack, customer should purchase a desktop kit. Customer installable, but phone-based installation and training purchase is recommended.</i>	\$8,221
LSC1S-ULSL-015A	Quantum Scalar i40 COD License, 15 slots <i>Activates 15 additional slots, resulting in all 40 tape slots available for use in the library.</i>	\$4,000
LSC14-UDTK-000A	Quantum Scalar i40 Desktop Kit <i>Configures the library for desktop use instead of rackmount. Customer installable.</i>	\$250
LSC1S-UADR-000A	Quantum Scalar i40 Advanced Reporting License <i>Includes Drive Resource Utilization and Media Integrity reporting.</i>	\$2,950
LSC1S-UTDG-L4HA	Quantum Scalar i40 Tape Drive Module, LTO-4, native Fibre Channel <i>Maximum two half-height tape drives.</i>	\$9,000
LSC1S-UTDM-L4HA	Quantum Scalar i40 Tape Drive Module, LTO-4, SAS <i>Maximum two half-height tape drives.</i>	\$8,500
LSC1S-UTDG-L4HB	Quantum Scalar i40 Tape Drive Module, LTO-4FH, native Fibre Channel <i>Maximum one full-height tape drive.</i>	\$9,900
LSC1S-UTDM-L4HB	Quantum Scalar i40 Tape Drive Module, LTO-4FH, SAS <i>Maximum one full-height tape drive.</i>	\$9,350
SSC14-NSYT-PB00	Quantum Scalar i40, Phone-Based Installation and Training Package, all zones <i>The Scalar i40 is customer installable. The Scalar i40 Phone-Based Installation and Training Package includes phone-based installation services along with access to Quantum's StorageCare Learning online training courses for the Scalar i40.</i>	\$500
SLBBM-NSYS-0001	Quantum Scalar i40, Scalar 50/50e and Scalar i500 5U, Installation, zone 1 <i>The Scalar i40, Scalar 50/50e and Scalar i500 5U libraries are customer installable. However, library installation service is recommended for all configurations and system configuration services are recommended for all Fibre Channel installations. The Library Installation charge includes installation of the library and all optional items initially ordered with the library. Installation service is required if a system configuration package is ordered in conjunction with a new system installation. Installation is required for the Scalar i500 5U if ordering Quantum Encryption Key Manager at initial purchase.</i>	\$900

Model Number	Description	End-User List Price (USD)
SLBBL-NSYC-0001	Quantum SuperLoader 3, Scalar 24, Scalar i40, Scalar 50/50e, Scalar i500 5U and Scalar i500 14U, <i>Configuration, zone 1 Installation service is required if a system configuration package is ordered in conjunction with a new system installation.</i>	\$3,850
ESC14-APRT-L00A	Quantum Scalar i40 Essential Training, online self paced [Course# 1-0222]	\$300
SSC14-ES00-CF21	Quantum Scalar i40 Library, Includes Drives, CRU/FRU Support, Extension, two years, zone 1	\$2,200
SSC14-LS00-GL11	Quantum Scalar i40 Library, Includes Drives, Gold Support Plan (7x24x4 on-site), Uplift, annual, zone 1	\$2,000
SSC14-LS00-GN11	Quantum Scalar i40 Library, Includes Drives, Next Business Day Gold Support Plan (7x24hr Phone, NBD on-site), Uplift, annual, zone 1	\$1,250
SSC14-LS00-BL11	Quantum Scalar i40 Library, Includes Drives, Bronze Support Plan (5x9xNBD on-site), Uplift, annual, zone 1	\$1,125
SSC14-LS00-GL31	Quantum Scalar i40 Library, Includes Drives, Gold Support Plan (7x24x4on-site), Uplift, three years, zone 1	\$4,029
SSC14-LS00-GN31	Quantum Scalar i40 Library, Includes Drives, Next Business Day Gold Support Plan (7x24hr Phone, NBD on-site), Uplift, three years, zone 1	\$3,188
SSC14-LS00-BL31	Quantum Scalar i40 Library, Includes Drives, Bronze Support Plan (5x9xNBD on-site), Uplift, three years, zone 1	\$2,869
SSC14-RS00-GL11	Quantum Scalar i40 Library, Includes Drives, Gold Support Plan (7x24x4 on-site), Renewal, annual, zone 1	\$2,600
SSC14-RS00-GN11	Quantum Scalar i40 Library, Includes Drives, Next Business Day Gold Support Plan (7x24hr Phone, NBD on-site), Renewal, annual, zone 1	\$1,625
SSC14-RS00-BL11	Quantum Scalar i40 Library, Includes Drives, Bronze Support Plan (5x9xNBD on-site), Renewal, annual, zone 1	\$1,463