



- **New Generation LTO from Mast Storage**
- **CeBIT 2005: Results Assessment**
- **More than 50,000 units Mast Storage!**

### ■ **New Generation LTO from Mast Storage** ■ **LTO-2 HH and LTO-3 join MAST's range of backup to tape**

MAST Storage has increased its wide range of storage products with two new backup on tape solutions from the LTO (*Linear Tape Open*) technology: **LTO-2 Half Height** and **LTO-3**, both aimed at the market segment which requires great data storage capacity.

LTO2 Half Height is, as its name suggests, a half height unit which has the same capacity as the LTO-2 devices (**200 native GB**, 400 GB in compression 2:1) and half the transfer speed. As far as it is concerned, the new generation LTO-3 features **400 GB native capacity** (800 GB in compression) all in just one cartridge.

Both the **LTO-2 Half Height** and the **LTO-3** are available in rack version (1U and 2U) and with one or two devices.



### ■ **Assessment of CeBIT 2005** ■

#### **The exhibition increases the number of German exhibitors and aims at the end-user**



After analysing the results of the exhibition which took place in Hannover, MAST's assessment of the event is luke-warm.

"It's been a very poor exhibition in comparison to other years", explains Daniel Hernández, Marketing & Sales Director for MAST. "Currently CeBIT's aim is more focused on the *end-user*: plasma TV's, digital cameras,..."

"Besides, we have noticed a tendency for the event to be progressively becoming an exhibition for German *resellers* and *end-users*. It still keeps the features which make it international, however it seems that the

German element is gaining ground year after year. For MAST, CeBIT hasn't been great for new business but it's been an excellent meeting point for our *International Distribution Channel*", adds Hernández.

In spite of all that, the company has made interesting contacts with international wholesalers from countries such as Poland, South Africa, Turkey and Chile which is expecting to settle within the next few months. CeBIT 2005 has also served as a meeting point for the company's export channel.

Mast Storage, located in Hall 1, Stand 7g13, introduced its wide tape backup range (TRAVAN, SLR, DAT, AIT, SAIT, DLT, SDLT, LTO & Automation) and its new range of storage products: Optical Storage and Disk Backup.

### ■ **More than 50,000 MAST units!** ■

Mast Storage, specialist in value added storage solutions, sold its 50.000<sup>th</sup> backup unit last month. MAST's distribution throughout Europe and the Middle East has allowed the company to increase its sales and become an important icon in the European storage market.



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### 1. I'm having problems with my devices since adding a new device. What should I do?

We recommend you follow these two steps in order to try and solve the problem:

- 1- Check the ID numbers to make sure no two SCSI devices are set to the same SCSI ID number on the same bus.
- 2- Verify that only the last device is terminated.

### 2. My device needs repair. I have received a warranty repair number from the RMA department but I do not have the original packaging. How do I package it up for shipping?



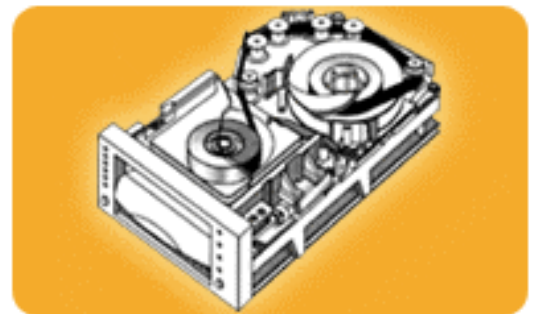
If you do not have the original packaging, you will need to wrap up the hardware in bubble wrap (please, do not use packing peanuts). Be sure to have at least 2 inches of padding on all 6 sides of the hardware.

Use a good corrugated box and reinforce the padding so that the product can not move inside the box at all. If the device is damaged due to incorrect packaging, the warranty will be voided.

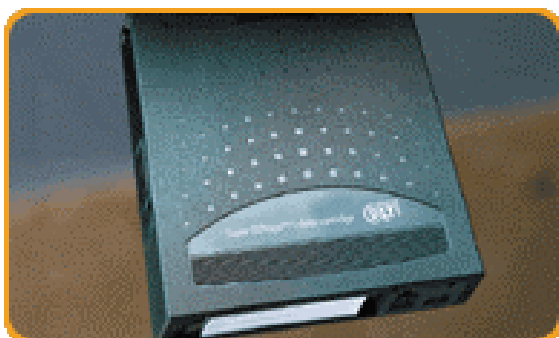
### 3. My tape drive is supposed to have self-cleaning heads. Why did I get a dirty heads message?

Under "ideal" conditions, tape drives with self-cleaning heads (like AIT and LTO) do not need to have a head cleaner run. However, factors such as humidity, dust, etc. may make cleaning necessary.

If cleaning is required, a message will appear and you should then use a head cleaner.



### 4. How long can I archive my backup media for?



Data durability on tape depends on many factors. For instance, the backup technology and especially, environmental conditions such as dust, humidity and temperature.

In order to achieve the standard media level of integrity, certain criteria must be met. For example, LTO and Super DLTtape cartridges will preserve the integrity of stored data for 30 years if proper storage conditions are observed. DLTtape can be archived for 20 years.

### Practical advice to design a copy solution and data retrieval

In order to successfully face the design, implantation and subsequent correct running of a copy solution and data retrieval, MAST makes the following recommendations:



-In order to start the design one must take into consideration the applications, the customers and the operating systems to be protected, and not just think of the amount of data to be copied or the backup window of availability.

-According to the point above, one must check the several options available in the market in relation to the copy of data so as to successfully meet its needs. At least two options have to be taken into consideration and then compare them according to their respective features, options and price.

-Making the amount of data and the window of copy available the starting point, the appropriate backup technology should be chosen. In those environments where the window of copy is reduced or the time for data retrieval is critical, the combination of copy to disk and to tape solution offers the best features (eg. a D2D2T).

-The chosen solution must be tested before being implemented, if possible creating a model as similar to the environment to be protected as possible. Special attention has to be paid when carrying out the data restoration tests since it is not only the most important point but also the one to be known in depth when facing a data loss problem in order to obtain maximum success.

-Both a protocol and the necessary documentation have to be created to make it clear how to proceed before a data loss situation, should the need arise.

These recommendations are for general use and are easily adapted to all kind of configurations, from the simplest to the most complex ones. If you have any questions, please ask Mast: [infomast@maststorage.com](mailto:infomast@maststorage.com).

## GLOSSARY

### T. TERMINATION

Electrical connection at each end of the SCSI bus, composed of a set of resistors, or possibly other components. Its function is to provide a pull-up for open collector drivers on the bus, and also an impedance match, to prevent signal reflections at the ends of the cable. Depending on the internal circuitry, a terminator can use simple resistors ("active terminator"). Terminators for single-ended and differential interfaces are different and are not interchangeable

### T. TRAVAN

Travan Tape Technology consists of a tape backup solution in 5.25" format and represents an efficient cartridge and drive design. Travan uses high Linear Recording Technology which means that tracks are recorded longitudinally, in the direction of the tape movement. Travan mechanisms are designed to be used for PC's, workstations and entry level server environments, small networks and mobile platforms.