



ATTENTION ASTI Partners:

- ❑ Are your customers using IBM 3995 Optical Libraries?
- ❑ Could they be looking for an easy transition to a current technology?
- ❑ Have you tried to find support for, or upgrade your Optical Library customers?
- ❑ Have you looked at the costs and risks of moving to them to a disk-based solution?

Alliance Storage Technologies, Inc. (ASTI) Can Help You Support Your IBM Customers!

IBM's end-of-service on the 3995 systems occurred on December 2010 making it essential to secure a supported storage solution for your customers' critical data.

The IBM 3995 Upgrade and Services Program makes it easy for you to transition your customers to new, supported optical libraries. Now they can retain their current media without the pain of migrating to a disk-based solution. In addition, customers can even trade in their legacy systems and receive a discount on a new ASTI library, providing even greater savings and the most cost-effective long-term archival solution!

Easily Move Current Media to ASTI Libraries!

With ASTI, users can make the easy transition from legacy IBM 3995 units to new ASTI libraries. ASTI and IBM libraries use MO (Magneto-optical) media, making it possible to move current media to new systems without the complications and risks of data migration. In most cases, users can simply move their current MO media to an ASTI G-Series library – providing an efficient, cost-effective transition! ASTI offers IBM 3995 libraries and world-wide product service and support for the IBM optical libraries.

Trade-In an IBM 3995 and Save!

ASTI makes it easy to move your customers to current technology and net savings on their legacy IBM 3995 units. Contact us for the best trade-in deal possible on a new ASTI Optical Library. (Trade-in values vary. Contact your partner manager for pricing and program

Alliance Storage Technologies, Inc. IBM 3995 Optical Library Upgrade and Services Program

IBM support for the 3995 Optical Library has ended. Are your customers prepared?

Option 1

Move the MO Media to ASTI Libraries
Purchase ASTI G-Series libraries that will support MO media with backwards read compatibility so your customers can keep their critical data on the media they trust!

- Protects their investment in MO media
- Backwards compatibility provides investment protection
- Move to up-to-date technology and continue using the same media

Option 2

Select an ASTI Library with Mixed Drives (MO and UDO®)
Reads and writes data on two different media types quickly and easily within one library. This option removes the pain and risk of migrating data to a new solution.

- Read legacy MO media and write to new UDO® media
- Allows customers to transition to UDO® higher capacity media
- Move to up-to-date technology and continue using the same media
- Dual media offers investment protection

Option 3

Upgrade to a UDO® Archive Appliance and Gain the Benefit of an All-In-One Networked Attached Storage (NAS) Solution

- Customers can begin storing valuable data on expandable, scalable systems
- Meets current regulatory requirements for data archiving
- Allows customers to migrate data one time instead of the many required with tape and disk solutions
- Higher capacity drives
- RAM cache provides faster throughput

Supported Libraries:

IBM 3995-C20, IBM 3995-C22, IBM 3995-C24, IBM 3995-C26, IBM 3995-C28, IBM 3995-C30, IBM 3995-C32, IBM 3995-C34, IBM 3995-C36, IBM 3995-C38, IBM 3995-C40, IBM 3995-C42, IBM 3995-C44, IBM 3995-C46, IBM 3995-C48, IBM 3995-C50, IBM 3995-C62, IBM 3995-C64, IBM 3995-C66, IBM 3995-C68

**Contact Your ASTI
Partner Manager Today!**

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ASTI Services & Support

ASTI is committed to providing every customer with exemplary customer service from first contact through the life of the relationship. Expert technical support and hardware services for optical NAS and DAS products are just a phone call away with ASTI's Service Direct. Best-in-class support programs are designed to meet the demanding needs of global 24x7 operations including world-wide on-site maintenance coverage. Attentive Service Direct support personnel are on hand to quickly resolve technical issues maximizing business productivity.

As the original equipment manufacturer, ASTI is the only provider that can offer technical support services that are backed directly by hardware and software development teams. This ensures that your company receives the highest quality service and most expedient response, in addition to regular hardware and software updates, certified/verified parts, and engineering notices. Additionally, ASTI technical experts can diagnosis and resolve issues remotely by dialing into your NAS system directly.

Service plans include remote, onsite, and telephone support at a variety of service levels depending upon business need. Plans can be configured to fulfil the requirements of any sized business based upon several variables including (but not limited to): coverage window, response time, and coverage area. Services may include onsite maintenance, preventive maintenance, remote problem diagnosis, and telephone support. ASTI also offers a complete line of certified Plasmon™ parts and only certified parts will be used in your equipment.

As your business archiving needs increase, technical support personnel are at the ready to support onsite upgrades and expansions to existing highly-configurable ASTI libraries. ASTI Service Direct is here to protect your investment!

ASTI brings quality to the forefront as your full-service, single source for professional data archiving solutions.

Thousands of businesses
worldwide trust ASTI
quality to secure their
valuable investments in
corporate data

Contact Your ASTI
Partner Manager Today!

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Alliance Storage Technologies, Inc. Can Help You Support Your IBM 3995 Customers!

Take Away the Pain of Data Migrations

Both ASTI and IBM libraries use MO (Magneto-optical) media making it possible to move current media to new systems without the complications and risks of data migration. We can help you easily transition your customers to a new library.

Keep Your Customers Happy on Optical Technology

Customers know the benefits of optical storage technology. They can continue to trust optical technology for their critical data and continue to enjoy a positive ROI through long-term use.

Retain Their Existing Data and Media

ASTI G-Series libraries will support IBM media with backwards read compatibility so your customers can keep their critical data on the media they trust for long-term reliability.

Provide a Scalable Long-Term Solution

Our libraries offer the ultimate in investment protection. With capacities from 220GB up to 76TB, our libraries are scalable to meet your customer's capacity needs.

Offer the Most Cost-Efficient Solution - Green Technology!

Libraries offer lower TCO than other types of data storage devices. After the data is permanently written on the media, it no longer requires a constant power source to maintain the data. This feature potentially reduces operating costs up to 75% (power and cooling), significantly lowering the total cost of ownership.

Present Them with a Network Attached Solution

The unique architecture of our LIDO® Archive Appliance combines the performance and simplicity of a network-attached system (with RAID cache), and the longevity and authenticity of LIDO®.

Provide a Solution with Best-in-Class Global Services

You can ensure that your customers will receive the very best in world-wide, on-site maintenance services for their new optical libraries through ASTI Service Direct programs and our authorized global service partner network.

Contact ASTI - Your Full-Service Partner Resource Today!

As a full-service provider, ASTI manufactures libraries, drives, media and parts for all current ASTI / Plasmon™ product lines. Whether it's ongoing system maintenance and support, product upgrades, software updates, parts, or authentic LIDO® media - ASTI is the single-source you need!