

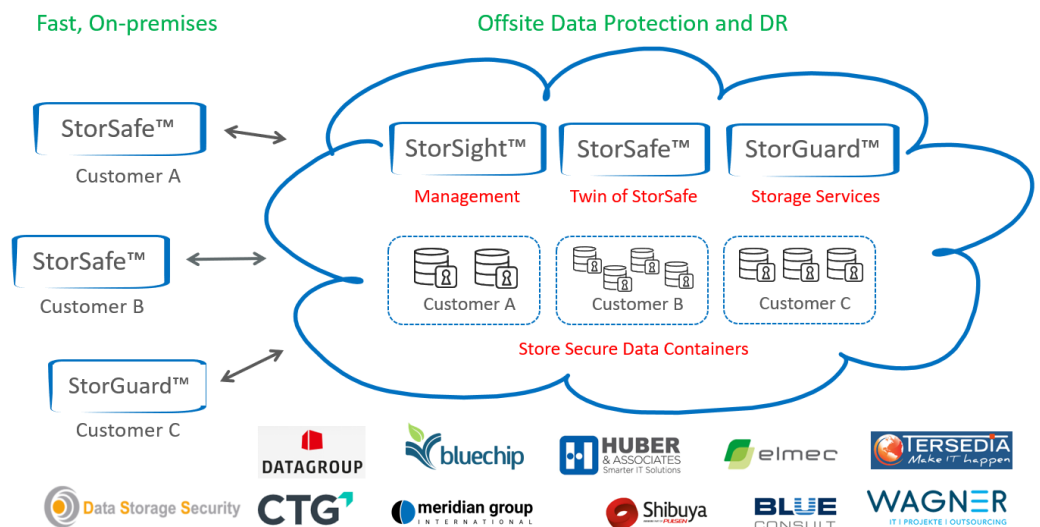
FALCONSTOR

FalconStor
StorSafe™ and StorSight™
Executive Summary

INTRODUCTION

FalconStor is working with leading enterprises and MSPs around the globe that run StorSafe software on standard servers to create a backup-to-disk target that reduces backup data by up to 95%, then stores it on any SAN disk array. For offsite protection, StorSafe can make tapes or transmit copies of backups to an MSP, remote site, or any cloud for safety.

MSPS AND ENTERPRISES OFFER DATA PROTECTION AS A SERVICE

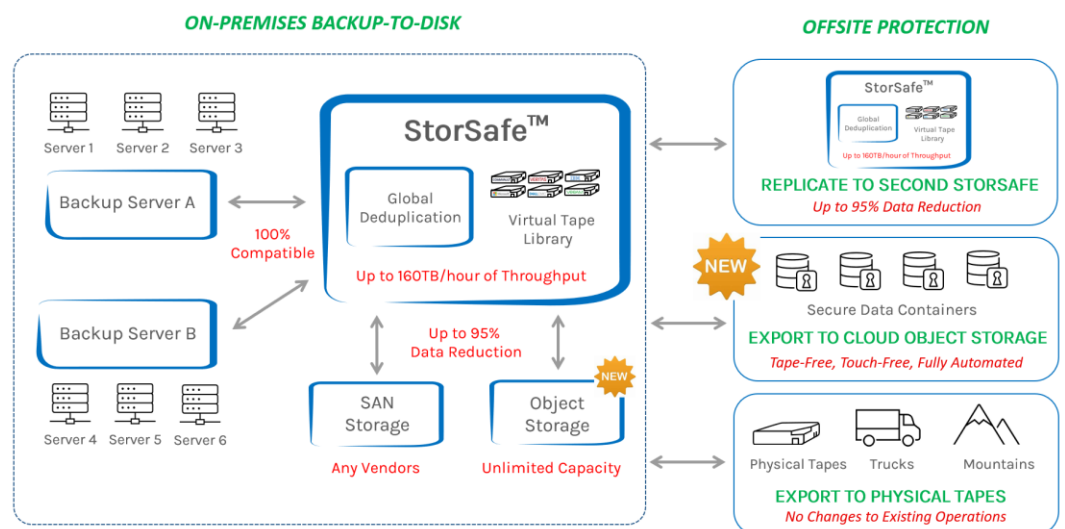


A strong and growing number of enterprises and MSPs offer Backup as a Service (BaaS) based on FalconStor software, in combination with servers and storage purchased from any vendor.

BaaS helps enterprises and MSPs looking to modernize backup and archival operations for their customers, allowing them to protect mission-critical data within the backup window, ensure backups are securely and efficiently stored on-premises for fast restores, and transmit a copy of backup data offsite for safety without the hassles of tapes.



STORSAFE™ ON-PREMISES AND OFF-SITE DATA PROTECTION



StorSafe replaces the tape library with a backup-to-disk target that looks like a tape library, so it is 100% compatible with existing backup software and operations. As backups arrive, they are deduplicated inline to reduce their size by up to 95% while achieving industry-leading performance of 160 TB per hour of throughput.

When it comes to protecting backup data offsite there are three choices: go old school with physical tapes and trucks, export backup data to cloud object storage for touch-free, tape-free, fully automated operations; or run a second instance of StorSafe offsite and replicate to it continuously so backup data is always protected while retaining its full data reduction of up to 95%.



COMPARISON OF BACKUP-TO-DISK ARCHITECTURES

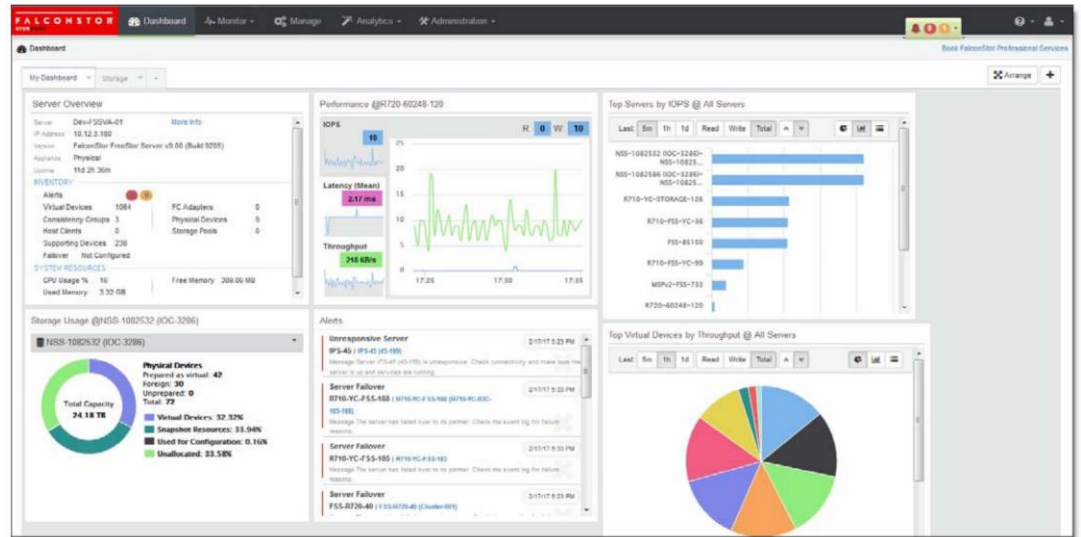
	Backup-to-Disk Appliances	StorSafe Software Defined
Up to 9 Industry-standard Servers for 160TB/hour	N	Y
Add additional storage from your SAN as Needed	N	Y
Get Unlimited Capacity via exports to Object Storage	N	Y
Avoid hardware vendor lock-in and Forklift Upgrades	N	Y
Active - Active High Availability Architecture	N	Y
Make physical tapes for offsite protection	N	Y
Use cloud object storage for offsite protection	Y	Y
Use asynchronous replication for offsite protection	Y	Y

There are two different architectures for backup to disk targets. The StorSafe approach is 100% software based so the customer gets to decide the hardware that they will use, can add additional hardware as needs grow, and avoid being locked into a single storage vendor.

Stepping up to a larger backup-to-disk appliance is usually a disruptive, painful, and expensive endeavor. In contrast, with StorSafe you can add up to nine industry-standard servers to achieve an industry-leading throughput of 160 TB per hour.

For offsite protection of backup data StorSafe can create physical tapes, export backups to cloud object storage, or replicate from an on-premises StorSafe to a twin StorSafe running in a cloud for continuous offsite protection of highly deduplicated backup data.

STORSIGHT USER EXPERIENCE & LICENSE MANAGEMENT



Through the StorSight management capability, customers get clear visibility about the status and health of backup operations worldwide. Predictive analytics give IT administrators enough time to avert problems that might otherwise occur in the future.

Licensing has been simplified so all a customer needs to do that is to calculate the total capacity that they need FalconStor to manage, which determines the monthly subscription price. Licenses are no longer tied to individual servers. Any number of instances of StorSight, StorSafe, and StorGuard can be run at any number of locations, using a portion of the total capacity that is licensed.

Flexible licensing, based on one total capacity number, makes it easier for customers to use FalconStor software in new ways within their organization to meet various needs as they arise within the business. Like any subscription software, all future software updates are included as is worldwide support.

STORSAFE & STORSIGHT ADD ESSENTIAL NEW CAPABILITIES

VTL	StorSafe	
Y	Y	100% Compatible with existing backup software
Y	Y	40TB/hour per node x 4 nodes for 160TB/hour of throughput
Y	Y	95% Data reduction of backups
Y	Y	Scale-out as needs Grow
Y	Y	Avoid vendor lock-in and appliance forklift upgrades
Y	Y	Export physical tapes for offsite protection
Y	Y	Performance, compatibility, and security patches
N	Y	StorSight management across all sites and clouds through firewalls
N	Y	Total Capacity License - run any number of StorSafe and StorGuard
N	Y	StorSight Multitenancy, RBAC, Billback, Dashboard, License Manager
N	Y	Secure Data Containers for unlimited capacity & offsite protection

StorSafe and StorSight add essential new capabilities for FalconStor VTL customers. As the latest release of our VTL product, StorSafe continues to deliver 100% compatibility with existing backup software, industry-leading throughput of up to 160 TB per hour, up to 95 percent reduction of backup data over time in the single instance repository. StorSight delivers secure Multi-Tenancy, Role-Based Administration, bill back for users of the system, a real-time dashboard, and the new license manager.

Learn more about StorSafe, StorSight, and FalconStor Software at <http://www.falconstor.com>