

PLASMON SALES BRIEF

G-SERIES 5.25" MAGNETO OPTICAL LIBRARIES

PRODUCT OVERVIEW

Plasmon G-Series libraries automate the use of 5.25" Magneto Optical (MO), allowing upwards of 5.8TB of removable storage. Utilizing Sony 14X drives along with rewriteable and Write-Once Read-Many (WORM) media, archiving data is simple, safe, proven and cost effective.

Plasmon's G-Series family of automated MO libraries combines unsurpassed reliability and availability, with unmatched scalability. Plasmon has raised the bar for reliability in the 5.25" optical automation market by exceeding 3,800,000 Mean Swaps Between Failures (MSBF). Mean Time To Repair (MTTR) of less than 30 minutes is achieved through an innovative design which places the drives, connections, and circuitry in the front of the library, instead of in the back. Scaling from 582GB to 5.8TB allows you to budget according to your data growth.

PRODUCT POSITIONING

Plasmon G-Series libraries are targeted at system-integrators and end-users that need less expensive data storage than hard disks, require WORM for secure data environments, have near-line application requirements or disaster recovery needs.

MO also solves data storage problems for departmental or enterprise level applications that have data retention requirements through regulatory agencies or corporate initiatives. For instance, MO-based solutions are requested from legal departments focused on limiting their corporate liability by retaining documents, email, and even voicemails for years on WORM media.

With storage capacities of the G-Series library nearing 6TB, it's an obvious choice for customers needing to access near-line data. With data retrieval times as fast as 9 seconds, MO makes for a cost-effective storage medium with significant performance gains over CD, DVD, or tape.

TARGET MARKETS AND APPLICATIONS

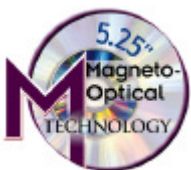
- Banking and Finance
- Medical, Document and Satellite Imaging
- Email, Billing and Records Archiving
- Video and Audio Recording and Surveillance
- Pre-production and Post-production Broadcast
- Local, State, and National Governments
- Seismic, Oil/Gas, Power Station Applications

KEY MESSAGES

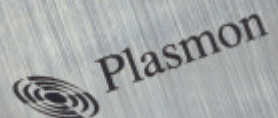
- Industry leading RAS (Reliability, Availability, Scalability)
- Unmatched 2-year Warranty*
- G-Series has a broad slot-count from 64 to 638
- 5.25" MO has longer life, offers greater data security, and is much faster time-to-data than tape, CD, or DVD
- Support for Rewriteable (RW) and Write Once Read Many (WORM)
- Support from the industry's premier software vendors in library management



G-SERIES 5.25" MAGNETO OPTICAL (MO) FAMILY



www.plasmon.com



Standard Features

- Hot Pluggable Drives***
- Auto-calibration Robotics
- Flash Firmware
- Auto-sensing SE/LVD SCSI Interface
- Ten disc bulk load magazine
- UDO Ready**

Benefits

- Continuous availability and easy serviceability
- Optimal robotics alignment & minimal downtime after repair
- Downloadable for fast and easy updates
- Easier configuration and setup supporting greater cable lengths
- Faster media interchange with the library
- UDO drives and 30GB media will have the same MO form factors

Available Options

- Bar Code
- Redundant Hot-Pluggable Power Supplies***
- Multiple Bus Configurations
- Rack Mountable
- Offline media tracking and faster library inventory
- Maximum availability
- Flexible connectivity options
- G-64 and G-104 for datacenter applications

Planned Future Options

- Remote Management
- Integrated Fibre Channel Support
- HVD Interface
- Check and manage the library from anywhere in the world
- Enabling the benefits of SANs
- Flexible connectivity options

COMPETITIVE MATRIX

| Product | Disk Capacity | Maximum Storage Capacity | # of Drives | Drive Type | FootPrint (in)2 | Robotics Avg. Disk Exchange | MSBF | Hot Plug Drive/Fan Modules | Bar Code | "Redundant Power" | Magazine MailSlot Import | "Remote Admin. | "Rack Mountable" | Warranty |
|----------------|---------------|--------------------------|-------------|------------------|-----------------|-----------------------------|-------------|----------------------------|----------|-------------------|--------------------------|----------------|------------------|----------|
| Plasmon | | | | | | | | | | | | | | |
| G164 | 164 | 1.5TB (to 5.8TB) | 4 or 6 | Sony 9.1GB - 14x | 995 | 6.1 sec. | 3.8 million | Yes*** | Option | Option | Standard | Future | No | 2 yr.* |
| G238 | 238 | 2.1TB (to 5.8TB) | 4,6, or 10 | Sony 9.1GB - 14x | 995 | 6.2 sec. | 3.8 million | Yes*** | Option | Option | Standard | Future | No | 2 yr.* |
| G438 | 438 | 4.0TB (to 5.8TB) | 4,6, or 10 | Sony 9.1GB - 14x | 1231 | 6.3 sec. | 3.8 million | Yes*** | Option | Option | Standard | Future | No | 2 yr.* |
| G638 | 638 | 5.8TB | 6,10, or 12 | Sony 9.1GB - 14x | 1470 | 6.4 sec. | 3.8 million | Yes*** | Option | Option | Standard | Future | No | 2 yr.* |
| HP | | | | | | | | | | | | | | |
| 1200mx | 128 | 1.1TB(to 2.1TB) | 4 or 6 | Sony 9.1GB - 14x | 1007 | 6.5 sec. | 2.0 million | - | No | No | No | -- | No | 1 yr. |
| 2200mx | 238 | 2.1TB | 4,6, or 10 | Sony 9.1GB - 14x | 1007 | 6.5 sec. | 2.0 million | - | No | No | No | -- | No | 1 yr. |
| DISC | | | | | | | | | | | | | | |
| D245U | 20 to 257 | 1.8TB to 2.3TB | 2 to 12 | Sony 9.1GB - 14x | 975 | -- | 2.0 million | No | Option | No | No | -- | No | 1 yr. |
| D525U | 457 to 527 | 4.1TB to 4.7TB | 2 to 16 | Sony 9.1GB - 14x | 1980 | -- | 2.0 million | No | Option | No | No | -- | No | 1 yr. |
| Plasmon | | | | | | | | | | | | | | |
| G64 | 64 | 582GB(to 946GB) | 2 to 4 | Sony 9.1GB - 14x | 508 | 5.5 sec. | 3.8 million | Yes*** | Option | No | No | Future | Option | 2 yr.* |
| G104 | 104 | 946GB | 2 to 4 | Sony 9.1GB - 14x | 508 | 5.5 sec. | 3.8 million | Yes*** | Option | No | No | Future | Option | 2 yr.* |
| HP | | | | | | | | | | | | | | |
| 600mx | 64 | 582GB | 4 | Sony 9.1GB - 14x | 646 | 6.1 sec. | 2.0 million | - | No | No | No | - | No | 1 yr. |
| 700mx | 76 | 692GB | 2 | Sony 9.1GB - 14x | 646 | 6.1 sec. | 2.0 million | - | No | No | No | - | No | 1 yr. |

*First year on-site 5 x 9 x Next Business Day. Second year Return to Depot for automation parts and labor only.

**Next generation professional optical storage technology at 30GB per media. See www.plasmon.com/udo

***Independent Software Vendor (ISV) dependant.

Specifications in this Sales Brief are current and planned - specifications subject to change without notice.



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