



27.17	38.72	28.95	0.87%	
38.70	28.93	287	21.95	0.34%
28.92	21.96	5	29.47	-0.13%
21.95	29.47	272	488.06	0.47%
29.46	488.19	3	117.02	-0.29%
488.07	117.02	9	20.84	-0.84%
117.00	20.84	370	21.31	-1.59%
20.83	21.32	126	31.66	-1.59%
21.31	31.66	69	31.66	-1.59%
31.65	34.52	19	34.51	0.64%
34.51	33.44	32	33.43	1.09%
33.43	29.82	10	29.79	-1.55%
29.79	21.37	3	21.35	-0.47%
21.35	35.87	17	35.87	-1.86%
35.87	95.76	3	95.72	0.79%

**Delivering uncompromised  
data archive solutions.**



 **Alliance**  
Storage Technologies Inc.

## IT Challenges Are Increasing

In today's marketplace, your data is a competitive edge, helping you to respond quickly to new opportunities and to increase shareholder value. But you have a number of obstacles standing in your way, including:

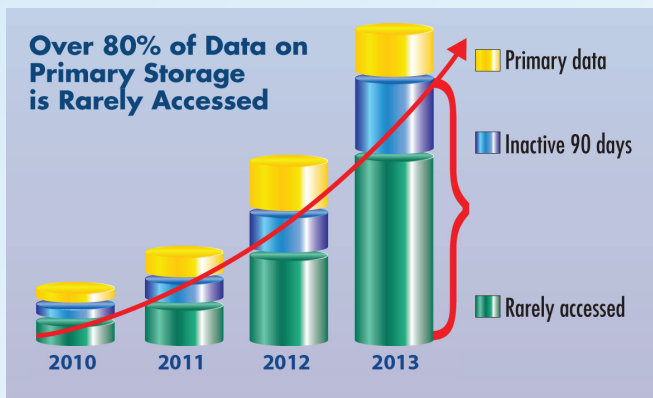
- Regulatory requirements that drive longer document and e-mail retention periods
- Discovery processes that necessitate speedy access to archived data
- Time-consuming procedures to prove the authenticity of retained records
- Inaccessible data that is impossible to mine for business use
- Lack of incremental funds for compliance initiatives

## Managing data just got more complex

With the advent of regulatory compliance initiatives such as Sarbanes-Oxley, FRCP, SEC Section 17a-4, Health Insurance Portability and Accountability Act (HIPAA) and a host of other international regulations, your IT role and archive management has become drastically more complex.

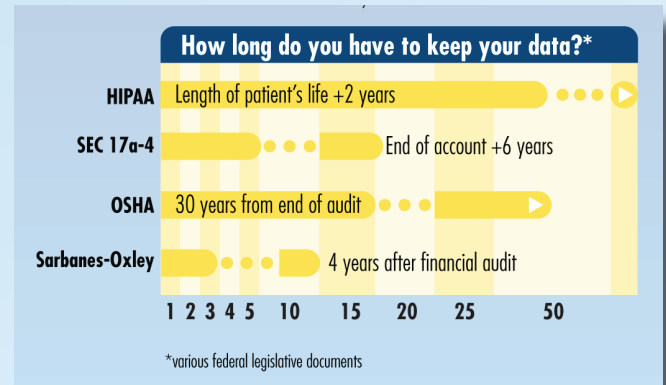
Email continues to proliferate across all organizations, with added retention and authenticity requirements. Not only must you retain a vast amount of data for lengthy periods of time, but you are also required to provide proof of authenticity with audit trails. What's more, you need to institute processes to safely dispose of data that has outlived its usefulness. Legal discovery requests are commonplace and there's not much time for you to retrieve documents to satisfy those demands.

ASTI, the leader in archive solutions, can help you manage your growing fixed content, meet corporate compliance regulations, and optimize your IT infrastructure in a cost-effective way that doesn't compromise your archive requirements.



## Archive is for long-term retention and legal discovery

How long do you need to retain your fixed content? If your organization is like most, you are being driven by a number of government regulations mandating varying lengths of record retention, ranging from 7 years to 100 years or even to "forever." These records and images must be authentic and readily accessible.



Many firms think they are archiving their data, but they are actually performing backups. Backup is a way of restoring data, preventing its loss in the event of a disaster. But backups fall significantly short of meeting the requirements for permanence, authenticity and longevity. Finding and retrieving older documents is nearly impossible with just a backup solution.

Digital archiving is the long-term retention and management of historical, fixed-content digital assets. These assets contain data that is specifically retained to satisfy industry compliance regulations and corporate governance, in addition to providing litigation support and records management. Often used for legal discovery requests, an effective archive solution can mitigate risks and enable business success.

An estimated 60–80% of all corporate data is fixed content. Just think of all of the backups you do on a systematic basis, and how much of the data in those backups never changes. Then think of the time and money you could save if you had a solution that let you back up only the data that requires short-term protection. You could then permanently archive your remaining fixed-content data to safe, secure media that is easily and readily accessed. ASTI UDO® (Ultra Density Optical) archive solutions can help you to do just that, and more.

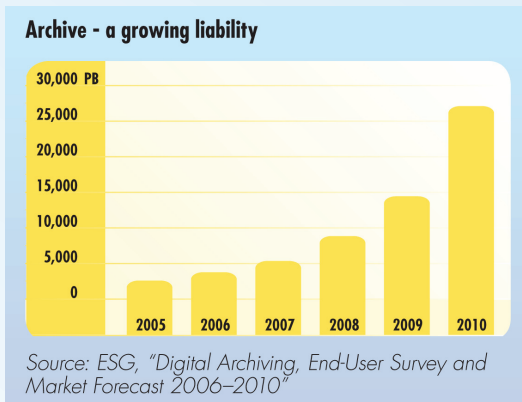


## Turn your data liability into an asset

When you deploy a tiered storage strategy that addresses data according to its use - active data, backup data, and archive data - you'll be able to improve operational efficiencies, decrease costs, and reduce business risk. No longer will you need to keep your volumes of archived data on expensive disk, or rely on unmanageable and unreliable backup tapes for valuable archive data. You'll be able to retrieve data quickly and use it to create a competitive advantage, freeing up time and resources to investigate new markets, find new customers and improve your services.

By implementing a tiered storage strategy that includes an Alliance Storage Technologies, Inc. (ASTI) archival storage solution, you can dramatically reduce your total cost of ownership (TCO) by lowering your overall storage costs. Use highly redundant disk, with the highest price point, for normal business operations that require high-access, short-term data storage for business-critical data. Back up only active, primary data to tape with your normal backup process for restore and disaster recovery.

Develop an effective archive strategy, that includes ASTI UDO® archive solutions, as a best-practice for permanent archiving. It is the archive answer when data cannot be altered, when data must be retained for extended periods of time and when fast access is required for random legal discovery requests.



The Plasmon UDO® Archive Appliance is the perfect complement to our PACS. Not only does it provide a scalable, cost-effective way to archive our images, it also doubles as our disaster recovery plan."

Ron Hagan  
Radiology Supervisor/PACS Administrator Lourdes  
Medical Pavilion

## Comply with regulations, reduce risk, and optimize IT infrastructure

ASTI offers the only business solution that safeguards the data authenticity, access, longevity and removability that is demanded by new regulations. ASTI solutions are available for small-to mid-size businesses as well as Fortune® 500 companies. And, it's all at a low TCO. You will not have to compromise when you choose an ASTI archive solution.

ASTI's UDO® technology is the first archival storage technology specifically designed for professional and legal data archive requirements. UDO® provides you with absolute data authenticity for regulatory compliance or other situations where archived data must remain 100% unchanged. UDO® uses a patented Phase Change recording process that permanently alters the physical state of true write-once recording layer material, ensuring data integrity without the risks inherent in "write once, read many (WORM) solutions" that are really just software emulations.

UDO® has been designed and proven to deliver a media life of more than 50 years, providing you with excellent return on your storage investment. With the new advances in blue laser technology used in UDO®, you will have more than six times the capacity of previous-generation storage technologies. And you'll have fast random access capability to facilitate rapid data retrieval for legal discovery requests.

In addition, ASTI's open CIFS/NFS interface, like the interface on any NAS appliance, allows for easy integration with customer applications.



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



**With a tiered storage strategy integrating ASTI archive solutions, you'll be able to:**

- Support per-gigabyte revenue growth and improved decision-making with fast access to data archives
- Save money by storing archived data on the most appropriate and inexpensive media
- Optimize IT infrastructure by reducing the amount of data included in daily backup processes and reduce primary storage
- Reduce risk by storing archived data on secure, permanent UDO® media
- Enable consolidation of all archive applications, lowering storage costs

**Proven solutions around the world**

ASTI, with its history of successful archiving solutions, has a proven track record of archive installations across a wide variety of markets and applications, including medical, financial, and government. As the archive technology leader, ASTI offers scalable systems designed specifically for professional data archiving and include: Direct and Networked-Attached (DAS/NAS) Plasmon® storage libraries, with Ultra Density Optical (UDO®) as the core technology, related Write-Once-Read-Many (WORM) media, and archive software. Additionally, a complete line of certified Plasmon™ parts are available.

**Archive without Compromise.**

ASTI's UDO® Archive Appliance solutions address your regulatory compliance and corporate governance requirements, help you to reduce risk, and save you money. ASTI provides a complete portfolio of UDO® archive storage solutions with capacities to fit installations from entry-level to enterprise environments.



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