



### **ATTENTION ASTI Customers :**

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

### **Alliance Storage Technologies, Inc. (ASTI) is Here to Help!**

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

The IBM 3995 Upgrade and Services Program makes it easy for you to transition to new, supported optical libraries. Now you can retain your current media without the pain of migrating to a disk-based solution. In addition, you can even trade in 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, you 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, you can simply move current MO media to an ASTI G-Series library – providing an efficient, cost-effective transition! And we offer world-wide product service and support for the IBM 3995.

### **Trade-In an IBM 3995 and Save!**

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

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

*IBM support for the 3995 Optical Library has ended. Are you 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 you can keep critical data on the media you trust!

- Protects your 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 you 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**

- You can begin storing valuable data on expandable, scalable systems
- Meets current regulatory requirements for data archiving
- Allows you to migrate data one time instead of the many required with tape and disk solutions
- Higher capacity drives
- RAID 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-C60, IBM 3995-C62, IBM 3995-C64, IBM 3995-C66, IBM 3995-C68

**Contact ASTI Sales Today!**  
**(719) 593-4425**  
**sales@astiusa.com**

## 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, on site, 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 on site 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 Sales Today! (719) 593-4425  
sales@astiusa.com**

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

### 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 to a new library.

### Stay Happy on Optical Technology

You already know the benefits of optical storage technology. Continue to trust optical technology for critical data and continue to enjoy a positive ROI through long-term use.

### Retain Your Existing Data and Media

ASTI G-Series libraries will support IBM media with backwards read compatibility so you can keep critical data on the media you 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 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.

### Consider a Network Attached Solution

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

### Solutions include Best-In-Class Global Services

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

### Contact ASTI - Your Full-Service 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 UDO® media – ASTI is the single-source you need!