

Nexsan DeDupe SG

*FalconStor and Nexsan Joint Venture Delivering a new
High-Performance, Power-Efficient Deduplication
Storage System Family*

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About Nexsan

- Nexsan pioneers next generation disk based storage systems ideal for the mid-market and attractive for all storage users
- Nexsan's highly efficient storage is leading the industry with power efficient, space efficient and cost efficient systems helping companies with superior operating efficiency
- Nexsan offers a broad family of products from systems to highly integrated offerings
- Headquartered in Thousand Oaks, CA, Nexsan has sold over 21,000 systems in over 60 countries
- Nexsan sells its products exclusively through a select global network of VARs, OEMs and system integrators

About FalconStor

- The premier provider of TOTALLY Open™ data protection solutions
 - Well established within Fortune 500 and SMBs
 - Over 4,000 Enterprise and 30,000 SMB customers worldwide
 - Market-leading Virtual Tape Library (VTL) provider, validated by OEM partners including IBM, EMC, Sun, and others
- Developer of best-of-breed solutions for backup optimization, data deduplication, continuous data protection, and storage virtualization
- Headquarters, R&D and Customer Support – Melville , NY
 - 23 in-country offices
 - 500+ Employees – 54% in Engineering & Technical
 - Dedicated global channel 24x7 support Infrastructure
- Financially Sound/Strong Growth public company (NASDAQ: FALC)

Nexsan / FalconStor Joint Venture

The News

- Nexsan and FalconStor have formed a joint venture to deliver high performance, high efficiency deduplication solutions via the Channel
- 20+ years of collective innovation and price/performance leadership

The Solution

- Complete co-branded deduplication solution built around high performance, field-proven deduplication engine integrated with fast, highly reliable and power efficient Nexsan storage - product name Nexsan DeDupe SG
- Easy to use, easy to deploy NAS interface

The Go-to-Market

- Leverages industry-leading closed channel lead registration model
- Sold through Nexsan global network of channel partners
- Sold as single SKU turnkey system, no deconstruction into separate components
- Single point of support

Why Nexsan DeDupe SG?

🌀 Nexsan DeDupe SG: *Speed with Green*

The only high performance, energy efficient deduplication system:

- Nexsan DeDupe SG leverages the green efficiencies inherent to its industry-leading technology components: data reduction through high speed deduplication, footprint reduction by utilizing space-efficient storage arrays, and substantial energy savings through AutoMAID technology.

🌀 Nexsan DeDupe SG: Improving operational efficiency

- Dedupe storage is primarily a backup target used only during the backup window. The typical backup window is less than 8 hours a day yet all other solutions require you to spin drives and burn energy for the remaining 16 hours. With **Nexsan DeDupe SG** customers not only get higher capacity and better performance during their backups, but save energy and reduce costs every hour that the system is not in use.

Single Solution, Multiple Benefits

🌀 FalconStor:

- High performance, block-level deduplication software engine for backup and archiving applications
- Simple to deploy CIFS/NFS interface
- Policy based engine for concurrent or post-processing deduplication
- WAN-optimized replication for bandwidth savings



🌀 Nexsan:

- Power efficient green storage
- Disk storage systems optimized for reliability, space efficiency and simplified operation

🌀 Partner to deliver DeDupe SG

- Leading deduplication performance and efficiency:
 - ? AutoMAID technology, high capacity disk drives, deduplication technology and high density footprint
- Fully compatible with leading backup software packages
- Many-to-one replication for ROBO
- Easy to install, easy to use

Nexsan DeDupe SG Models

Nexsan DeDupe SG Models	Repository Capacity (TB)	Logical Data Capacity (TB) at 20:1
DDSG-4	4	80
DDSG-7	7	140
DDSG-12	12	240
DDSG-18	18	360
DDSG-26	26	520
DDSG-52	52	1040



DDSG-4
4 TB Usable

DDSG-7
7 TB Usable

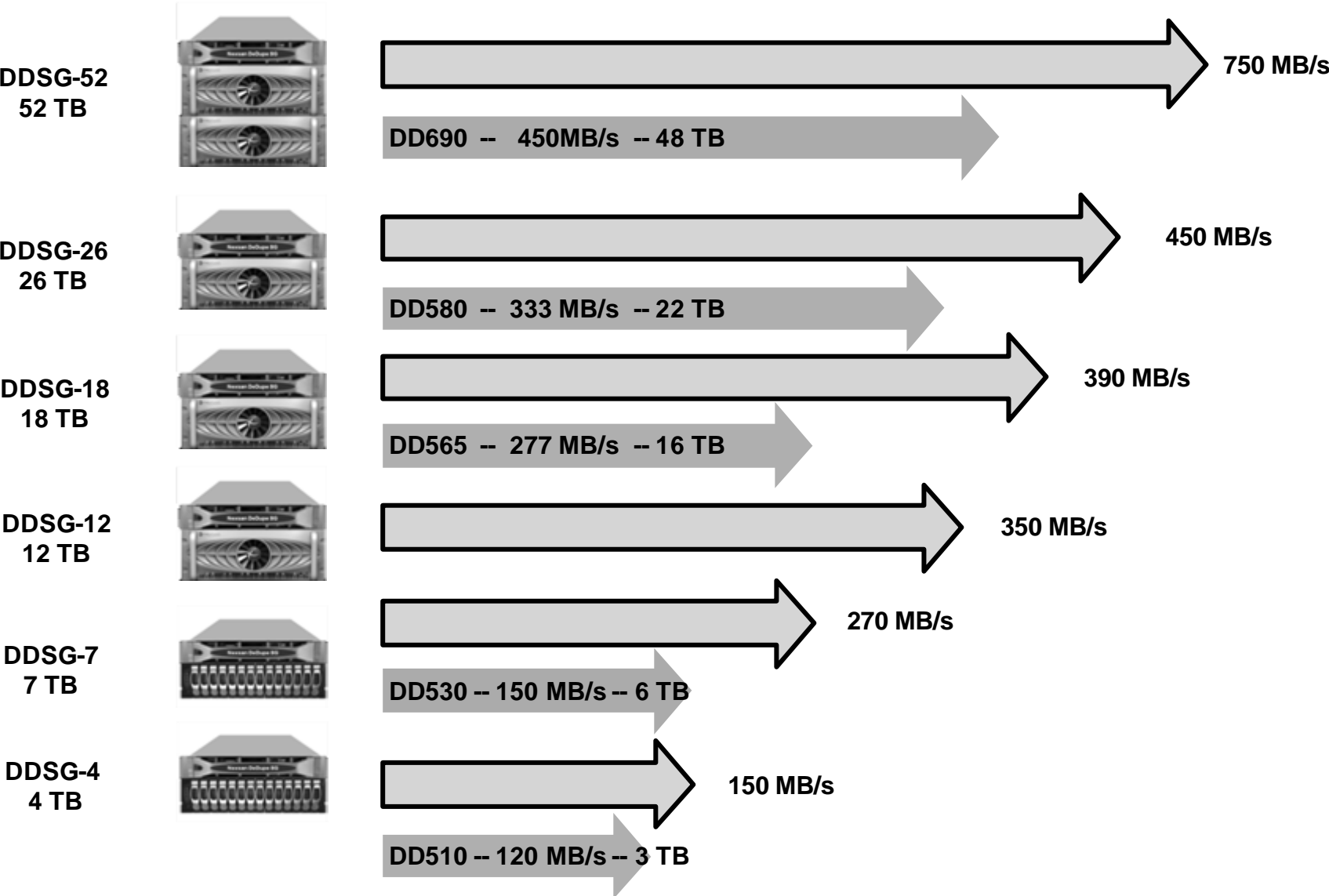
DDSG-12
12 TB Usable

DDSG-18
18 TB Usable

DDSG-26
26 TB Usable

DDSG-52
52 TB Usable

Nexsan DeDupe SG Backup Performance



Nexsan DeDupe SG Advantage

Greater raw performance : Up to 35%

More power-efficient : Up to 60%

More cost-efficient: Up to 50%

More cost-efficient: Up to 20%

Other Leading System

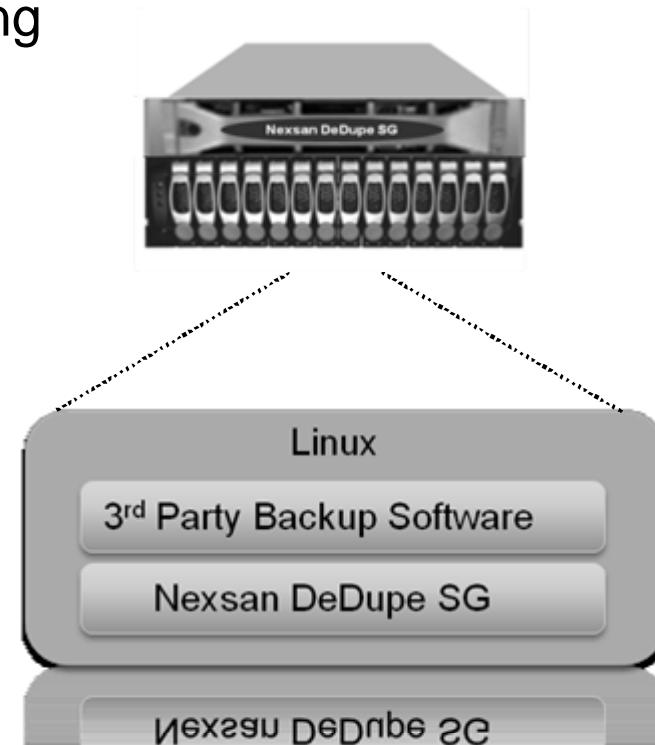
- ❌ Not optimized for performance
- ❌ Performance suffers with large number of files
- ❌ Everything has to be deduplicated – files & backups
- ❌ Poor restore performance

DeDupe SG

- ✅ High performance backups
- ✅ Large number of files do not degrade performance
- ✅ Hosted Backup Option
- ✅ Can select what to dedupe -- can exclude files or backups
- ✅ Ultra-green: AutoMAID, deduplication technology and high density system

Unique Hosted Backup Further Enhances Speed

- Additional backup performance gains are available using the Hosted Backup feature
- Backup software is installed directly on the DeDupe SG node
- This moves backup traffic across the server bus, eliminating LAN traffic and increasing backup speed
- This also eliminates backup server hardware



Old MAID

Reduces storage performance for energy savings

- “On-or-off” approach to energy savings
- Minutes to spin up components to respond to IO requests
- Usually only supported on SATA drives
- Slow response confines use to just a few applications

AutoMAID

Benefits of MAID without the limitations!

- ☑ Energy savings without performance penalty “Speed with Green”
- ☑ Three levels of energy savings
 - Level 1, up to 20%
 - Level 2, up to 40% (SATA only)
 - Level 3, up to 60%
- ☑ Fast response to 1st I/O requests
 - Level 1, sub-second
 - Level 2, less than 15 seconds
 - Level 3, less than 30 seconds
- ☑ 2nd, 3rd and additional I/O requests are full speed
- ☑ Supported on SAS and SATA drives
- ☑ Fast and flexible response broadens use to include a wide range of applications

Go-to-Market Strategy

- SME focused
- 100% channel product
- Single contact for support, Nexsan
- Available August 11, 2009
- Marketed and sold through Nexsan and channel partners worldwide

Questions?

Thank you!

Contacts

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