



SANmelody DISK SERVER SOFTWARE FROM DATACORE

SANmelody introduces an inexpensive and simple way for smaller organizations to add disk space beyond the limits of their internal drives. By turning a general purpose Windows PC into a LAN or SAN-attached disk server, Gigabytes or Terabytes of added capacity become available to multiple machines on the network.

Issues Addressed

Many computer systems run out of room in which to add additional disk drives. Consumers often deal with this out-of-space issue by moving some of their work onto a new machine with more capacity. While this gives them additional disk space to grow into, it does so at the cost of new hardware and extra application licenses, plus the costs associated with data migration and general disruption.

Some sites consider buying an external storage array, but are discouraged either by high price tags or by the inability to share the storage space on the new device with other needy systems. Also, neither adding new servers nor directly attaching an array will help when the next machine exhausts its local storage resources.

A New Solution

DataCore's SANmelody software addresses the common out-of-space problem by repurposing a standard PC into a network disk server: the disk server's storage capacity augments the built-in storage space of other existing machines.

The disk server is loaded with enough drives to cover the expansion needs of all the clients and is then connected to a LAN or SAN. Whenever more disk space is needed on any of the networked machines, the administrator simply allocates some of the disk server's expansion capacity to the application using a simple GUI. Environments that need to reconfigure frequently, or that have unpredictable data growth rates, will find SANmelody's auto provisioning option lets them assign a very large logical drive at the outset while the software automatically allocates real space as the growth warrants it. This extra capacity appears to both users and applications as though more internal disks were installed.

Space can be added on the fly in user-defined increments without taking any of the machines down, and without fussing with cables in cramped quarters. SANmelody customers generally experience faster disk access from the expansion capacity due to DataCore's high-performance I/O caching techniques.

Users can upgrade the base product at any time to turn on advanced data protection features such as point-in-time snapshots, auto failover between redundant disk servers, remote replication over long distances, and auto provisioning. EMA also suggests using SANmelody disk servers to keep up-to-the-second backups of critical internal disk drives. This is done by turning on the operating system's disk mirroring function to keep a real-time replica on one of the networked disks. Should the internal drive fail, the system can fall back to the SANmelody copy without losing a beat.



HIGHLIGHTS

VENDOR NAME:

DataCore Software

PRODUCT NAME:

SANmelody™

PRODUCT FUNCTION:

Serves added disk space with advanced data protection features over Ethernet LANs and Fibre Channel SANs

OPERATING SYSTEM:

Runs on Windows XP, 2000, 2003. Serves storage capacity to Windows, Linux, Unix, Network and MacOS.

VENDOR CONTACT:

www.datacore.com; 877-780-5111

PRICING INFORMATION:

Starts at \$1,178 for basic package. SANmelody Lite is available for \$199.

AVAILABILITY:

Currently shipping.



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Key Benefits

The following are key benefits of SANmelody:

- **Affordable expansion disk space can be shared effortlessly.** A very inexpensive way to add storage capacity to your network. SANmelody makes the disk server's resources conveniently available over existing Ethernet LANs or for high-end applications, Fibre Channel SANs; the new capacity appears to applications to be coming from internal disk drives.
- **Installation is quick, reconfiguration is non-disruptive.** After a download from the DataCore website, a wizard guides the user through a simple installation and Quick Start, providing rapid time-to-value. When it is time to allocate more capacity from the disk server, just assign and discover the additional space.
- **No space is wasted.** Carving out just the right size logical disks ensures that all the available expansion capacity will be fully utilized.
- **Little to do once installed.** Very little expertise is required to use the intuitive GUI, which plugs in to the familiar Microsoft Management Console. Once configured, the software takes care of almost everything on its own.
- **Good Service & Support.** An excellent set of help files accompanies the product, and customer service is outstanding.
- **Easily upgradeable to handle more demanding requirements.** While many customers will do well with the base product, those wishing to employ SANmelody's more sophisticated features will find it easy to upgrade and scale performance and capacity. For example, point-in-time snapshots

enable low-impact backups and rapid recoveries, whereas Asynchronous IP replication is ideal for remote Disaster Recovery.

Market

SANmelody is aimed at small- and medium-sized businesses, and most particularly at firms supporting multiple application servers with direct-attached storage. It will also provide value to larger companies that must improve storage access, utilization and security within departmental or remote office environments.

Pricing and Availability

Pricing begins at \$199 for SANmelody Lite, suitable for home and small office PC networks. For about \$1,000, corporate users can license the software for a disk server controlling 8 drives and a pair of Ethernet/iSCSI ports. That configuration suffices for many small workgroups. Capacity can be increased to up to 120 disks with DataCore's tiered licensing structure. Snapshot, auto-failover, auto-provisioning and remote replication modules are priced separately.

EMA's Perspective

Historically, growing disk capacity beyond internal drive bays has meant adding servers and adding complexity. The alternative has been to make significant investment in high priced proprietary storage arrays.

SANmelody provides a cost-effective, high performance solution for organizations with growing amounts of data and increased demands for data protection. Enterprise Management Associates views SANmelody as a simple way for smaller organizations to add disk capacity to their networks, to protect their data, and to do all this at a surprisingly low price point.

ABOUT ENTERPRISE MANAGEMENT ASSOCIATES

Enterprise Management Associates is an advisory and research firm providing market insight to solution providers and technology guidance to Fortune 1000 companies. The EMA team is composed of industry respected analysts who deliver strategic awareness about computing and communications infrastructure. Coupling this team of experts with an ever-expanding knowledge repository gives EMA clients an unparalleled advantage against their competition. The firm has published hundreds of articles and books on technology management topics and is frequently requested to share their observations at management forums worldwide. Visit us at www.enterprisemanagement.com

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