



3 Key Questions About iSCSI You Need To Know The Answers To

1. **What is iSCSI?**
2. **Why should customers buy iSCSI?**
3. **Why should customers buy iStor's iSCSI?**

What is iSCSI?

Everyone knows SCSI as a mature protocol for how computer systems talk to storage devices for reading and writing of data. Everyone also knows Ethernet and IP as the predominant networking protocol for the internet. iSCSI combines these worlds together by creating a storage networking solution for the marketplace and this is also referred to as an IP based Storage Area Network (SAN).

Why should customers buy iSCSI?

iSCSI as a network storage solution offers many advantages for the customer. Below are a few of the advantages:

- Ability to **scale the capacity** of the storage interconnect to a given server which addresses the need for dynamic growth
- Enables an **IP SAN** for a server and storage network to cost effectively manage the IT investments and maximize the productivity of the IT operational personnel
- Can provide **scalable performance** and accelerated throughput by leveraging a 1GbE or 10GbE network for storage
- Can scale to a **high availability network** of servers and storage with any to any connectivity creating a resilient infrastructure for access to information assets
- Can leverage existing cost effective customer investments in Ethernet IP networks for a **consolidated server and storage infrastructure**.

Why should customers buy iStor's iSCSI?

iStor has taken iSCSI technology to the next level of features and value for the customer. Below are a few of the advantages:

- The **highest performance** of any iSCSI technology in the industry
- The most **cost effective** iSCSI product to address the Small and Medium Business (**SMB**) and Remote Office/Branch Office (**ROBO**) customer environment
- The leader in **iSCSI network connectivity** with the highest density of connectivity with eight 1GbE iSCSI ports or one 10GbE iSCSI port uniquely leading the industry with full wire speed performance for an exceptionally scalable storage solution
- The industry **leader in open systems standards** such as Storage Management Interface (SMI) and a **strong commitment to interoperability** with all the major component manufacturers for a total network storage solution of customer choice
- A rich set of high end **Enterprise storage management** capabilities at an SMB price tag