

iStor iSCSI Storage Solutions: Affordable, High Performance, Easy-to-Manage IP SANs for SMBs

End-user demand for higher performance, lower-cost data storage strains the limits of current technologies, which in turn are putting increasing pressure on IT budgets and staffing requirements. Regardless of company size and IT requirements, adding storage capacity addresses only part of the problem. Data must be instantly and continuously available from multiple locations around the world. As the amount of stored data explodes, performance, data availability, and cost issues can quickly threaten the viability of business operations.

Traditional Fibre Channel and today's IP Storage technologies lack the combination of performance, interoperability, manageability, and affordability needed to support the growing demand for storage.

"There is a critical need to efficiently store, access, and manage data, whether it's in small-to-medium size businesses [SMBs] or larger enterprises," says Peter Cmaylo, vice president of business development and sales at iStor Networks, an Irvine, Calif.-based provider of storage solutions. "Customers, especially in the SMB segments, need storage technologies that meet today's demand for high performance, interoperability, and ease of management – but at a much lower total cost of ownership."

iSCSI is the solution

IP Storage – including SCSI over TCP/IP, or iSCSI – is becoming the solution of choice for companies trying to overcome current technology limitations. iSCSI offers significant cost savings, easier management, better interoperability, and greater flexibility than conventional Fibre Channel. In addition, iSCSI enables data transfers over virtually unlimited distances.

The iSCSI protocol transfers data over intranets and over long distances and WANs, making it ideal for Web server, e-mail, database, and business continuity applications. In addition, iSCSI can run over 10 Gigabit Ethernet, and with the right hardware and software in place, that combination could easily outperform 4Gbps Fibre Channel.

"Since IP Storage takes advantage of the IP backbones and Ethernet networks already

in place, iSCSI delivers the networked storage capabilities that businesses need – without adding layers of technology or requiring more IT staff or extensive training," says iStor's Cmaylo.

First generation IP Storage solutions predominantly comprise discrete implementations of motherboards, conventional



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RAID storage controllers, iSCSI or TCP/IP offload engine (TOE) controllers, and storage virtualization software. Although these early implementations have met the time-to-market objectives, they do not meet the overall requirements of lower costs, higher performance, seamless scalability, and ease of management.

"In order to meet these market demands for IP Storage, solutions must include a highly integrated ASIC [application-specific integrated circuit], along with a fully featured storage firmware stack, integrated in fully featured hardware design," says Dave

Clark, director of technical marketing at iStor Networks. "Integrating the network and storage subsystems together in one storage controller subsystem provides a higher performance, more scalable, cost-effective solution."

iStor Networks takes iSCSI to the next level

Technologies from iStor Networks offer a complete iSCSI storage system-on-a-chip. The iSNP8008™ provides 10Gbps iSCSI, TCP and IP offload, coupled with embedded processors running a fully featured, integrated storage-virtualization firmware stack on a single ASIC. The solution integrates into iStor's GigaStor™ family of subsystem storage controllers, enabling OEMs, VARs and integrators to build complete storage systems. iStor solutions reduce time-to-market and lower costs, while delivering higher performance, better reliability and availability, as well as transparent device-interface support for SATA-I, SATA-II, SAS, and other interfaces.

"We see iSCSI entering the early mainstream with thousands of implementations today in production environments," says Tony Asaro, senior analyst for the Enterprise Strategy Group. "iSCSI is changing the economics of acquiring and managing SANs. iStor is changing the game by making the economics even more compelling by offering a low cost iSCSI storage system that has extremely high performance."

Scalable iStor Networks iSCSI solutions address today's exploding storage needs with the best performance at the lowest total cost of ownership. iStor's integrated ASIC, Firmware and Hardware Design is the only enabling solution that delivers the performance, functionality, ease of use, and simplified management that companies need today to solve their critical data storage issues.



iStor Networks, Inc.™

iStor Networks, Inc.

7585 Irvine Center Dr., Suite 250, Irvine, CA 92618

PH: (949) 753-8999 FAX: (949) 753-1068

EMAIL: Info@istor.com WEB: www.istor.com