

THE INTELLIGENT SOLUTION TO YOUR **WHAT IF**S

Where business and technology converge

What if your data was so well managed that it created real strategic business advantage?

What if — in these days of strict corporate governance — you could be confident that you will always find the information you need, when you need it?

What if all of this could be done in a way that could dramatically lower your storage TCO?

Our industry-leading archiving solutions

For more than 35 years, we have been focused on one thing: providing innovative, easy-to-use storage solutions to our customers. We're the largest archive vendor with more than 36 percent market share — twice that of the next largest vendor. Our portfolio of archive solutions is deep, broad and robust. In fact, we offer you more ways than anyone else in the industry to archive your data relative to its varied requirements.

CORPORATE GOVERNANCE/COMPLIANCE SOLUTIONS

VolSafe® secure media technology: The industry's premier nonerasable, non-rewritable, tape-based write once read many (WORM) storage solution.

INDUSTRY-SPECIFIC ARCHIVE SOLUTIONS

In conjunction with our value-added partners, StorageTek has developed industry-specific solutions to meet your particular regulatory and archive needs.

Healthcare/PACS solutions: Archiving solutions are designed to meet the demanding nature of healthcare information retrieval including PACS (Picture Archive Communication Systems) in association with our partners.

Media and Entertainment solutions: Comprehensive digital content solutions gives you rapid access to indexed and targeted clips, which speeds editing and makes it easier to reuse, repurpose and re-license content.

Security and Surveillance solutions: Helps you capture, store, protect, manage and retrieve digital content from closed-circuit televisions and security cameras.

AUTOMATED DATA MOVEMENT SOFTWARE

Application Storage Manager® (ASM) software: This software uses policy-based management practices to manage data and retrieval across a hierarchy of storage systems in a multi-tiered strategy.

ARCHIVE STORAGE SOLUTIONS

StorageTek offers a complete range of tape automation systems from entry to enterprise level to meet your archiving and data protection needs.

StreamLine™ SL8500 modular library system: The industry's premier archive and data protection solution provides an ideal solution for consolidating enterprise and mid-range computing infrastructures.

StreamLine™ SL500 modular library system: This modular library system is designed to meet mid-range data protection and archiving requirements with the market's most scalable rack-mounted tape automation solution.

T9940 capacity-centric tape drives: This drive does the work of multiple typical mid-range drives — enabling lower costs and fewer cartridges to manage for disaster recovery and improved automation efficiency.

L1400M tape library: This solution is designed to meet your evolving data protection and archiving needs in larger, distributed open systems environments.

THE IDEAL **SOLUTION** TO THE COMPLETE ARCHIVE PUZZLE

StorageTek's archiving solutions enable you to capture, manage and use the right information, at the right time — at the right cost. Our products and services are proven to save money and deliver real, measurable business value to our customers — time and time again. And our storage expertise is deep and broad — meaning you get objective, open, adaptive solutions that are future-proof and ready for your evolving requirements. That's why more companies around the world trust us to protect their data than any other company.

To learn more about how our archive solutions fit into your data management strategy, talk to your StorageTek representative, visit www.storagetek.com or call 800.877.9220 or 303.673.5151.



ABOUT STORAGETEK®

Storage Technology Corporation (NYSE: STK) is a \$2 billion global company that enables businesses, through its information lifecycle management strategy, to align the cost of storage with the value of information. The company's innovative storage solutions manage the complexity and growth of information, lower costs, improve efficiency and protect investments. For more information, visit www.storagetek.com, or call 1.800.275.4785 or 01.303.673.2800.

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INTELLIGENT ARCHIVING

IMAGINE THE POSSIBILITIES

PULLING THE PIECES TOGETHER

You are faced with a growing number of demands, requirements and constraints — disparate issues and obstacles that are driving more complexity and chaos into your storage environment:

DATA GROWTH is outpacing the capacity and performance abilities of your systems. Archive data requirements are growing at a rate of 50 percent per year — with no slowing anticipated.

COMPLIANCE AND CORPORATE GOVERNANCE requirements are forcing you to retain records for lengthy time periods, demanding quicker retrieval times and requiring the ability to easily locate data.

DATA PROTECTION is difficult to manage for massive archives.

COST CONSTRAINTS make putting all of your data online prohibitive.

ARCHIVE DATA ACCESS is critical for meeting business use demands and regulatory requirements.

MULTIPLE ARCHIVE APPLICATIONS are motivating you to look for a common storage infrastructure and open standards.

STAFFING CONSTRAINTS are jeopardizing your ability to manage data growth and complexity.

This increasingly complex environment is driving your need for a more effective archiving solution — one that can capture all of your data as it is created, help you manage it easily and enable you to reuse it to deliver real business value. StorageTek® has a full range of archiving solutions to meet your needs and can help you design an intelligent archiving strategy that will move your data across a multi-tiered infrastructure using a hierarchy of storage systems.

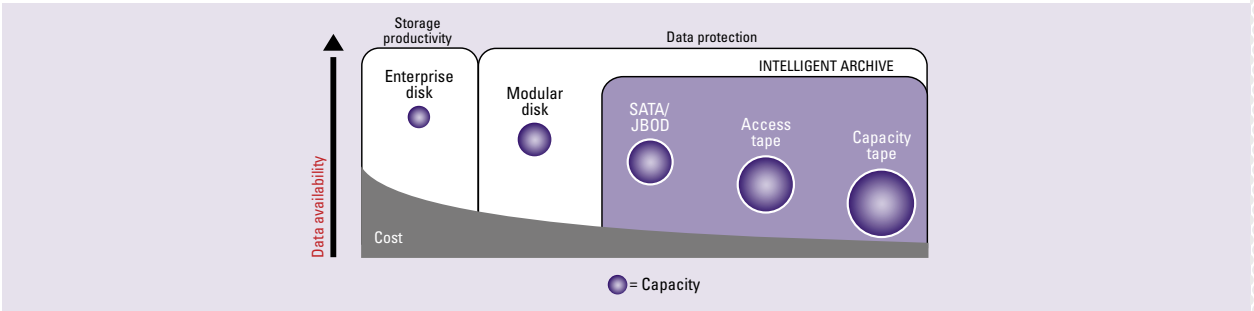
This strategy aligns the value of your data with the cost of storing it — a strategy that has saved many of our customers hundreds of thousands, in some cases millions, of dollars.

Our strategy is simple

1 Capture your data at a cost proportional to its usage, purpose and changing value over certain periods of time.

2 Manage it — so it can be easily tracked, protected and efficiently.

3 Use it intelligently — so it can be repurposed to enhance business initiatives and enable competitive advantages.



FIND IT AND ACCESS IT — WHEN YOU **NEED** IT

In addition, StorageTek can help you establish robust policy management tailored to your specific data usage needs. These processes will decrease retrieval times and give you the ability, for audit purposes, to follow the data from its creation to its reuse. This means you can confidently find frequently- and infrequently-accessed data and track any modifications that have been made.

This enhanced ability to access archived information helps you confidently meet corporate governance and compliance demands, minimize exposure to risk and the potential for serious financial and operational ramifications. Plus, by using policy management to reduce human intervention, you can free up scarce resources and apply them to other business-critical, strategic projects.

CAPTURE MANAGE USE

UNLEASH THE **POWER** OF YOUR DATA

This is where archiving gets exciting. It's evolving from an isolated back-end process into a driver of critical business functions that can enable competitive advantages. It's gone from, *Where should we store this information to get it out of our hair?* to *What if we need to access it again for business or compliance reasons?* to *If the information is accessible, just think what we could do with it!*

By managing your data rather than just storing it, **StorageTek's strategic approach** gives you access to your data that will unleash the power of your information and create true competitive advantage. This information can enhance your business initiatives to meet your metrics for success. Your product and business development teams can efficiently use this data to quickly meet and target changing or emerging business needs and opportunities.

Our unique approach

StorageTek applies a strategic approach to archiving — an approach that can help you regain lost productivity, meet data retention requirements and enhance access to critical information. We offer a complete range of archive solutions to meet your specific needs for the capture, management and use of frequently- or infrequently-accessed or compliance data.

We can assess your business and storage needs and current strategies and pinpoint opportunities for cost savings, risk mitigation, improved recovery times and enhanced performance. Then, we can recommend, design and deploy an infrastructure to meet your evolving data protection and archive requirements. And, our commitment doesn't end at the deployment phase. We will continue to help you sustain and enjoy measurable results with our robust portfolio of products, multi-vendor support services and training offerings.

Our service professionals are objective and dedicated to helping you find the best possible mix of products and services to protect and manage more data at a lower cost. We will work with legacy and other vendors' systems — whatever it takes to design the best solution to meet your current needs.