



Storage Management Software

**Special points of interest:**

- What is the next generation of Optical?
- World Wide Expansion with New Resellers
- Pegasus demonstrates mixed hardware solution

Volume 4, Issue 1

Winter 2003

**Inside this issue:**

President's Desk	2
Mixed Hardware	2
Tech Tip	3
New Technologies: UDO	3
Up Coming Events	4

PEGASUS DISK TECHNOLOGIES, INC.

# The Pegasus Flyer

## Pegasus is Expanding World Wide With New Resellers

Pegasus would like to welcome several new resellers into the program this quarter.

Vanguard Systems, Inc. headquartered in Media, PA authors of IMS/21 Document Management Software and e-commerce solutions. Founded in 1983, Vanguard has become a leader in the document management arena. Vanguard is located at 100 Granite Drive, Media, Pennsylvania, 19063 and can be reached by phone at (610) 891-7793, by fax at (610) 891-8117 or on the World Wide Web at <http://www.vansystems.com>

Software Spectrum, a Level 3 Communications company, is a global business - to - business software services provider with sales, operations and customer care locations throughout North America, Europe, Asia Pacific, Japan and Latin America. The company helps enterprises buy and manage their software assets enabling them to gain increased business value from their software investments. In 2002, Software Spectrum was named 28th overall in the InformationWeek 500 global business-technology rankings and second in the IT industry for innovatively using technology to support its customers. Software Spectrum is located at 2140 Merritt Drive Garland, Texas 75041 U.S.A. and can be reached by phone at (800) 624-0503, by fax at (972) 840-6600 or on the World Wide Web at <http://www.softwarespectrum.com/>

Prosoft-M. is a leading Russian Document Imaging and Content Management solutions provider that develops advanced technologies for the conversion of paper based information into electronic format; creates, and equips corporate electronic

archives for departmental customers scaling up to complete enterprise wide deployments and global projects. In addition Electronic Archive Corp. provides comprehensive warranty and post-warranty service for professional document imaging and archival storage equipment. Electronic Archive Corp. is located at Leningradsky prospekt, 57, podjezd 5A, 125057 Moscow and can be reached by phone at +7 (095)157-9841, by fax at +7 (095) 157-9840 or on the World Wide Web at [www.prosoft-m.ru](http://www.prosoft-m.ru)

Associated Computer Solutions Pty Ltd: is an Australian based applications software development company, who have traditionally specialized in high performance and high functionality software solutions for Wholesale and Retail Distribution companies and Manufacturers. More recently ACS have expanded their development activities into other business markets including Credit Unions and Building Societies with Workflow and document management.

ACS specializes in the deployment of software applications based on IBM's Universe Extended Relational Database technology. ACS's Eclipse ERP system was the first of these developments and is now in use in a wide range of Australian and New Zealand based companies, helping them to run and manage their business with completely online and real time business information. ACS Pty Ltd is located at - Level 6, 757 Elizabeth St Waterloo, NSW 2017, Australia and can be reached by phone at 612 9699 6677, by fax at 612 9699 4300 or on the World Wide Web at <http://www.acs-australia.com.au/>

### Definition

**Secondary Storage Virtualization:** The transparent management of multiple unlike storage devices as a single storage pool. For example, the ability to manage DVD, MO, WORM and Tape from a single drive letter, through a single common interface, and as a single storage repository. This provides easy file migration from one media to another based on long term storage mandates or regulations, and access requirements. This can also significantly reduce the complexity of having to manage legacy hardware with newer technologies and scale as storage requirements change.

## From the President's Desk...

by Roy Slicker

We, like you have been wondering where the hot optical storage markets are in this economy. So we have looked into our recent activations and have found the following areas to be very active for the following reasons:

**Financial:** Our financial customers have been growing over the last 12 months. This is due to a number of factors. First, companies have been under extreme pressure to ensure they have very accurate financial documentation for tax reasons. It seems virtually every major corporation has come under some scrutiny for its financial statements over the last 12 months. Therefore there seems to be a push by those corporations to make sure they have their financial records stored on a write-once medium for maximum security.

Also within the financial sector is check imaging. The check imaging market seems to be increasing. This is a standard imaging application where checks are scanned into a secure document control system; allowing banks to store these paper records on a digital format in the event of future need. Disks can then be stored in a library online while older disks can be moved into an offline archive for future retrieval, if necessary.

**Hospitality:** For many of the same reasons, the hospitality industry seems to be hot for optical. With everything from billing records to security

videos, many hotel chains are moving to digital records from analog. Many of our customers have found the hospitality industry to be a hot bed of activity.

**Medical:** The medical market has two separate verticals within the industry that are moving rapidly to a digital format. Due to the sensitive nature of personal information and the regulations under DICOM and HIPAA, the nature of this information must be kept confidential and must be secure of alteration. The first market is that of radiology and other medical imaging procedures. Doctors are using digital imaging to record patient procedures and as an alternative to costly film development and storage. The second is the digital conversion of patient and insurance records. Digital records have proven to be less costly to store and maintain over the life of the record, much of which must be stored so long as the patient is still being treated for any given condition. This could be for the life of the patient in some cases.

**Physical Security:** Lastly we have the Homeland Security Act, and local and national government security agencies. This too, is an area of high activity for write-once optical. As much of this data is collected for future potential use in a court of law, it is important that the data be non-tamperable. This kind of data can be voice or video from a number of sources such as phone taps or records, surveillance videos and even satellite images or videos. Many government agencies are using InveStore, and there are more installations every week.

Where are the  
market  
opportunities

## Mixed Hardware Solution Demonstrated at RSNA

At RSNA 2002, Pegasus demonstrated a mixed hardware environment solution using both an Hewlett Packard SureStore magneto optical storage library and a JVC DVD-RAM storage library as a single storage repository.

With InveStore v4.1 Pegasus is able to control, from a single access point, 12" optical technology, 5.25" optical technology, and 120mm DVD or CD technology as a single virtual volume. This provides for a means to future-proof customer archives. With this technology, Pegasus can manage legacy systems and keep them online while providing support for new devices.

This software bridge is key as hardware technol-

ogy developments change over time. Customers expect archives to out live their hardware, but often it becomes difficult to transfer that legacy data from old technology to new, if there is no compatibility as drive densities increase. This is especially true as we approach the introduction of Blue Laser products. As you may suspect, it is not technically practical to have a device with both a Red Laser and a Blue Laser embedded in the device for backwards compatibility; therefore, it becomes necessary to have a software bridge to support that compatibility. Pegasus provides that bridge.

By providing a virtual volume management approach to hardware, Pegasus effectively makes it easier to manage archive data hardware.

## Tech Tip: InveStore v4 and NetBackup Enterprise

By Steve Heyer

This is part two of an article describing the integration of the Veritas backup system with InveStore v4 as the backend storage target. In this article I will cover the specific steps used with the Veritas NetBackup Enterprise program.

### InveStore v4 and NetBackup Enterprise

- Install InveStore v4 per normal installation instructions found in the Quick Start manual.
- Make sure you have formatted your required Volume Sets, Assigned the drive letter to access InveStore and executed basic Write and Read testing verifying the functionality of the InveStore sub-system.
- Once this has completed, close out the InveStore v4 MMC console by selecting the *Console* menu in the upper left corner and then *Exit*.

**Note:** The InveStore v4 sub-system will still be operational.

- Install the *NetBackup Enterprise* system per the normal documented procedures for that program.
- Open NetBackup Administration Console and expand the *Storage Units*.
- Right click on *Storage Units* and select *New Storage Unit*.
- Choose a name for this unit and select *OK*.
- Using the pull down menu, select *Disk* for the Storage Unit Type.
- Select the *Storage Unit Type Properties* and using the *Browse* button, choose the *Absolute Pathname* to the desired InveStore Volume Set.
- Once this has been completed, you may then define your backup jobs and simply select the InveStore storage group you have defined as your backup target.

How to  
Configure  
VERITAS  
NetBackup with  
InveStore

## Expanding Horizons: Ultra Density Optical from Plasmon

At Pegasus, we are always keeping up with new archive trends. It is important for our customer base that we stay up to date on new technologies. The latest new breakthrough for archive media is Ultra Density Optical from Plasmon. What is it and how does it benefit you?

### UDO - The Future of Professional Optical Storage

Ultra Density Optical (UDO) is the world's first blue laser optical storage solution and the natural successor to current 9.1GB 5.25 inch Magneto Optical (MO) drives and media. Blue laser technology affords much greater data densities resulting in dramatically higher media capacity and a multiple-generation roadmap for the future. First generation UDO has a 30GB capacity with future generations growing to 60 and 120GB in the future. UDO media makes use of phase change recording and is available in both rewritable and true write once media formats.

In combination with automated libraries, UDO technology is specifically designed for the rigorous demands of enterprise data archival environments. No other storage media offers the write once permanence of UDO, which meets or exceeds regulatory specifications for long-term data retention mandated by agencies such as the SEC, HIPAA, ISO, BSI and others. UDO is ideally suited for the archival of business critical corporate and governmental information including: emails, legal documentation, financial data and medical records.

More about UDO can be found at Plasmon's web site: <http://www.plasmon.com> or Plasmon can be contacted by phone at 800-451-6845.



What is the Next  
Archive  
Technology



Storage Management Software

**Pegasus Disk Technologies, Inc.**

2333 San Ramon Valley Blvd  
San Ramon CA 94583

Phone: 925-314-1800  
Fax: 925-314-1801  
Email: sales@pegasus-ofs.com

PEGASUS DISK TECHNOLOGIES INC.

The Pegasus Flyer



## About the Flyer

We are always looking for suggestions on content, particularly product stories with our hardware and software partners. If you have ideas or suggestions about future content, want to be added to our circulation or would like hard copies of the newsletter for your customers, please send us an email at [marketing@pegasus-ofs.com](mailto:marketing@pegasus-ofs.com).

## Up Coming Events

You can see Pegasus at the following Fall events:

**CeBIT**, with **Dicom** Hall-1 stand 6a1 and

**Headway** Hall 1 stand 8e2 Hannover, Germany  
12-19 March

**AIIM**, in HP's booth

NYC, NY 7-9 April

**VERITAS Vision** Las Vegas, NV 4-8 May

© Pegasus Disk Technologies, November 2002.

All trademarks are registered with their respective companies.