



# NonStop Data Trends

**What are our customers  
doing with their systems?**



## **-20 Year Old Privately Held Company**

- Development and Support Offices in USA and Ireland**
- More than 100 Customers in 30 Countries**
- Technology Partnerships with companies in North America, Asia, and Middle East**
- First to market with Disaster Recovery Data Protection for the NonStop**
- Offering the ONLY Real-Time Oracle data access for the NonStop**
- Offering the lowest Total Cost of Ownership for NonStop Replication**



## Our Total Cost of Ownership Promise

- We offer the LOWEST TCO available on NonStop
- We License our technology, we don't LEASE it
- Purchase once and own it forever
- 5 Year Maintenance Lock ensures a fixed support cost
- License trade up program when you upgrade platforms



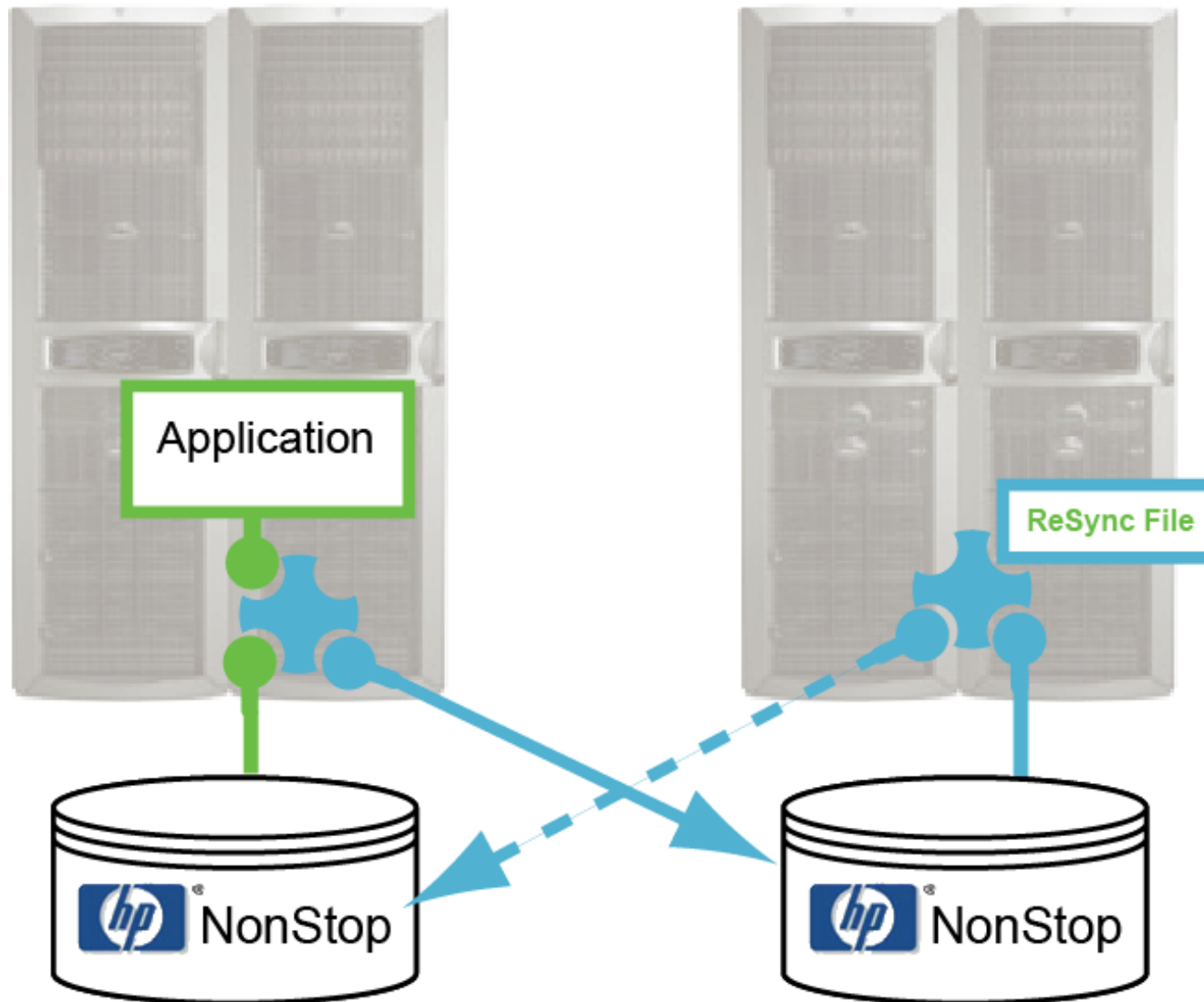
# DR*Net*

## Product Suite

- q **Hot Site Backup with Recovery**
- q **Active/Active**
- q **OPEN Platform Support**
- q **Filesync**

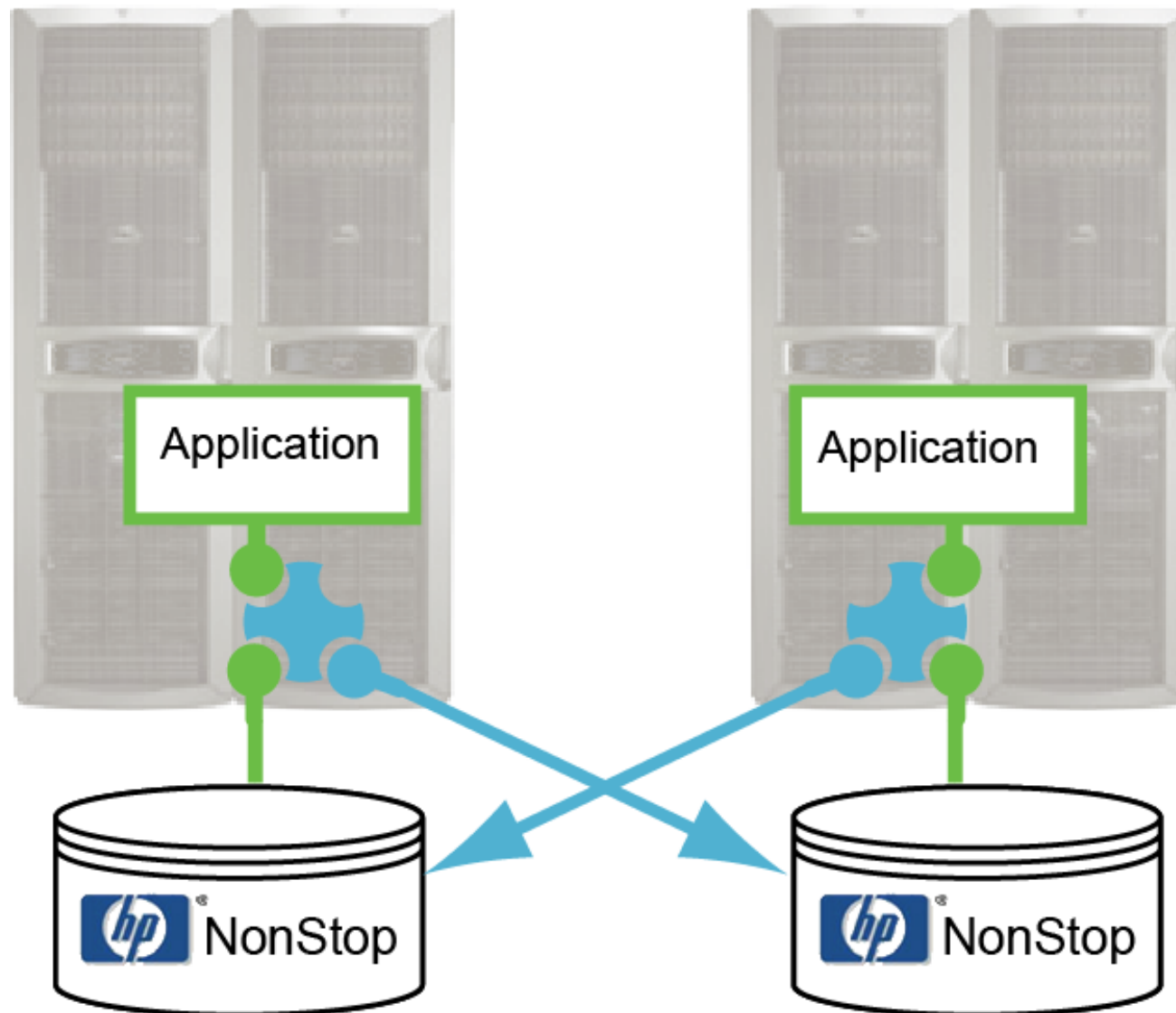


# DRNet / HBR



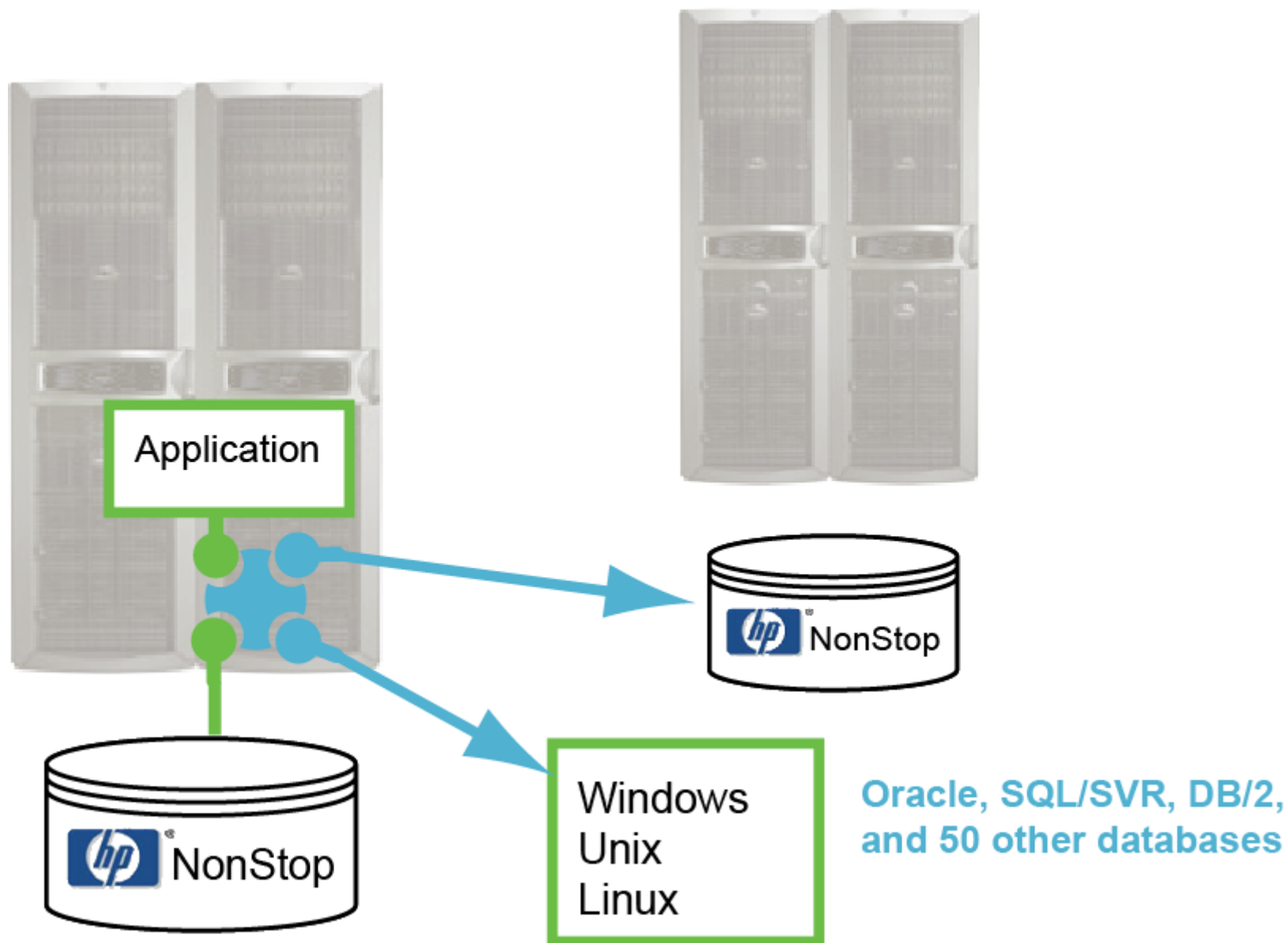


# DRNet / APS

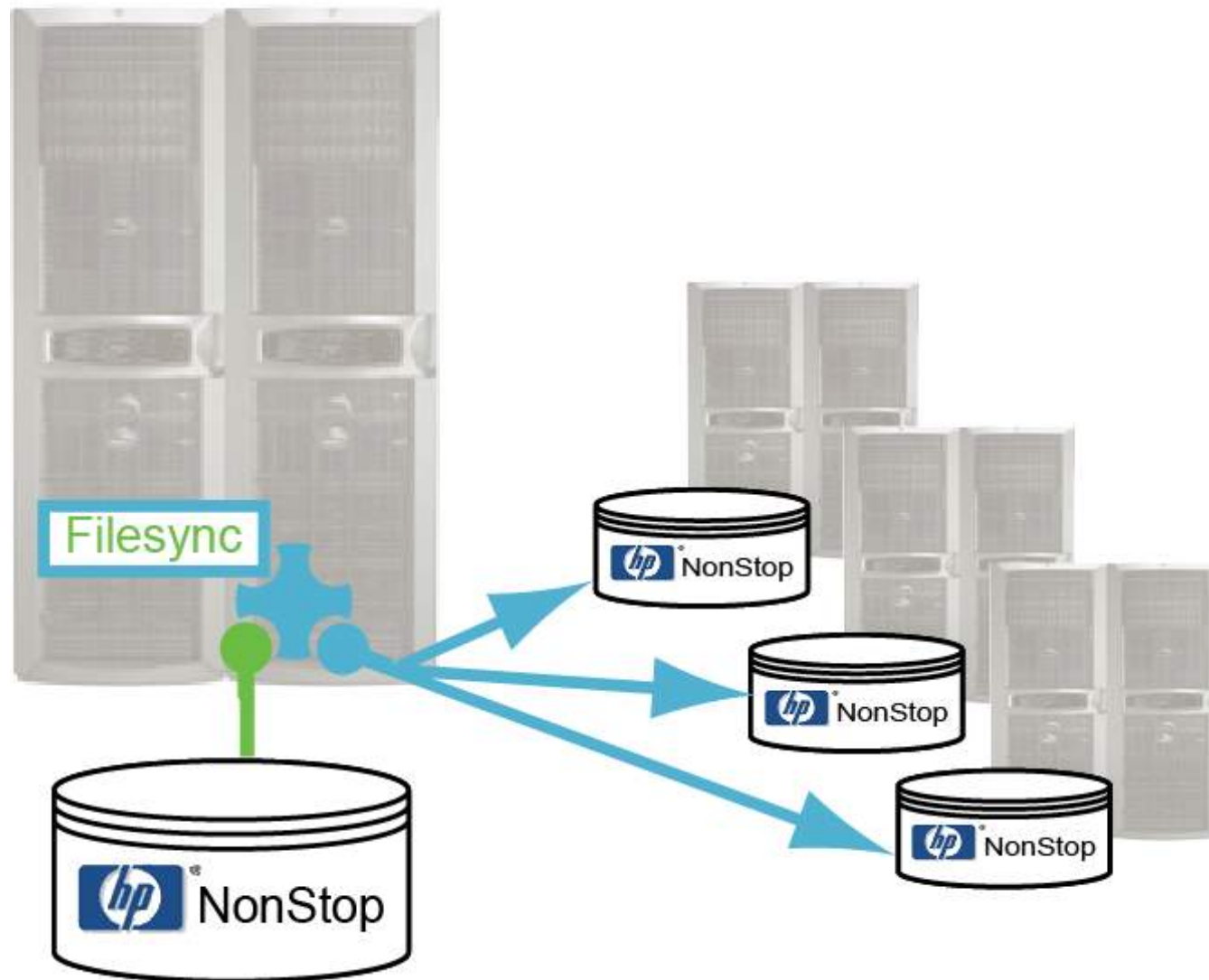




# DRNet / OPEN

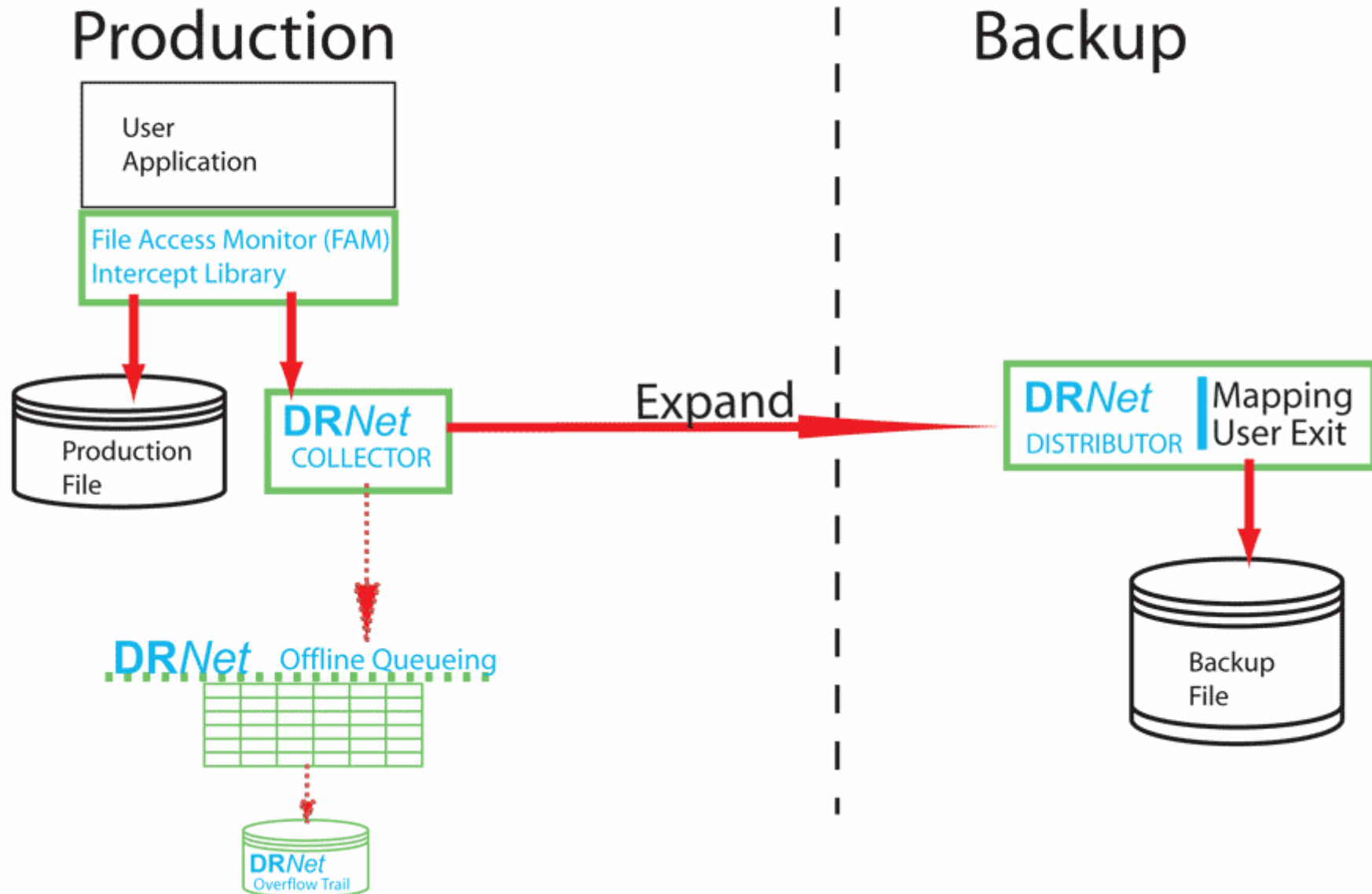


# DRNet / *Filesync*





## Unaudited Enscribe using Expand connectivity





## Shorter Lag Time using Fewer Disk IOs

DRNet uses our unique Hyper Replication method, delivering data faster to the backup platform, using fewer disk IOs on the busy Production platform.

We know that the majority of the time the backup is online and available. This lets us avoid a local and a remote trail file unless the backup is offline.

When we have to queue we begin with memory and if required we overflow to disk, minimizing the impact on the “already stressed” production platform.



## Flexible File Mapping

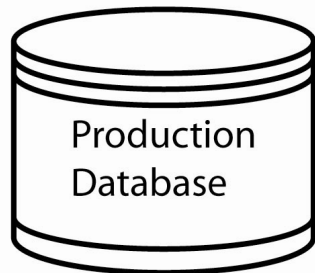
With DRNet our philosophy has always been to offer a User Exit in the Distributor.

We know that this means that our customers will occasionally have to develop some code, that's why our maintenance agreements include Expert Assistance to create and support client transformation routines.

**We Build It. We Support it.**  
**We charge you Nothing.**

## TMF Replication using Expand connectivity

### Production



1

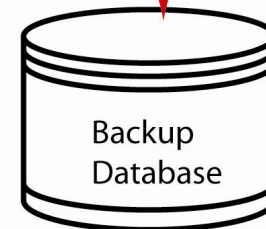


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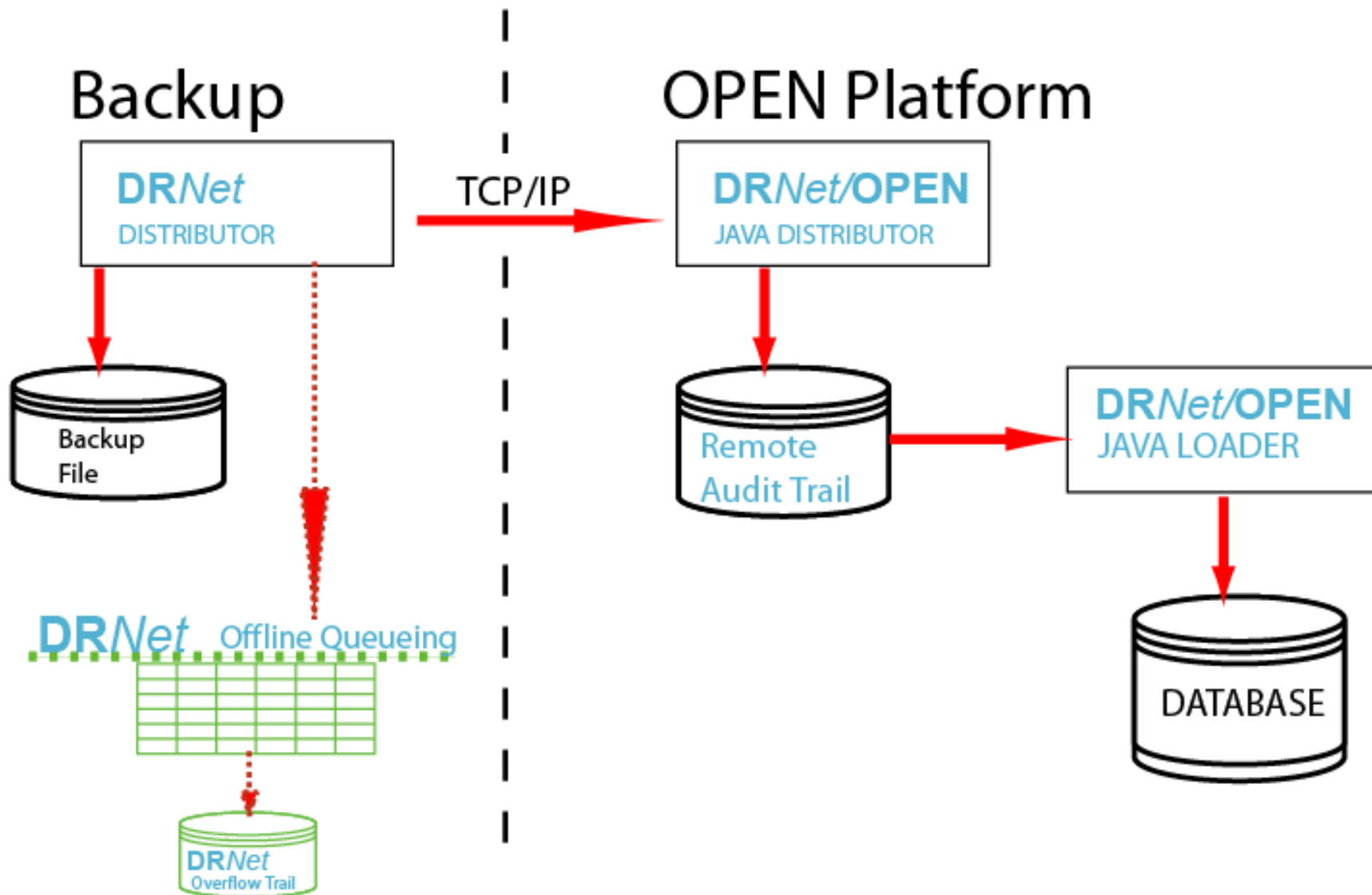
3

### Backup



- 1 - TMF records changes into the Audit Log
- 2 - TMF Exporter reads the Audit Log and builds replication instructions
- 3 - TMF Exporter sends replication instructions over to the Distributor

## OPEN Data Distribution





# **NonStop Market Trends**

HP introduces Integrity

HP introduces MX

HP introduces NEOView

HP reorganized NonStop  
and pulled key technical  
elements into the main HP  
Software channel

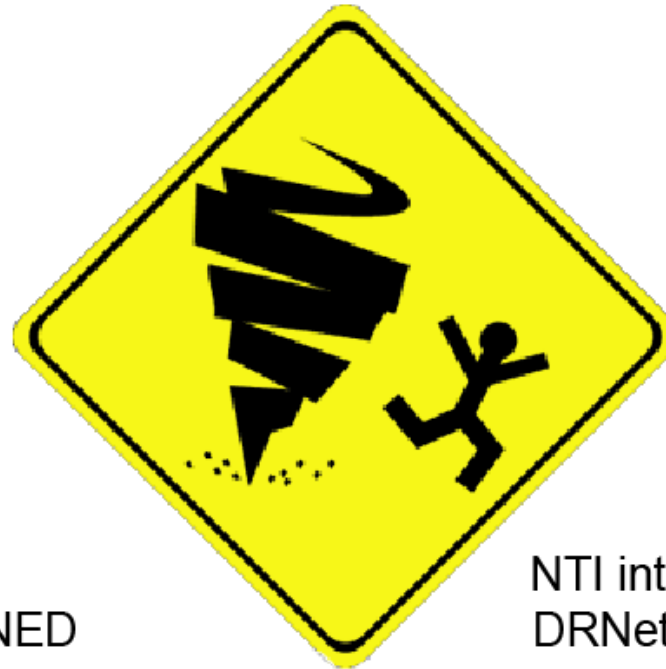
HP moves NEOView from NED  
to HP channel

ACI announces Base24 Classic EOL

HP introduces Blades

HP announces S series EOL

HP announces RDF now includes schema replication



NTI introduced  
DRNet OPEN JAVA extension

NTI introduces  
DRNet OPEN as a  
companion product to RDF

In June HP introduced the new blades machine

Partner Software Certifications  
are now underway

Several of our Customers are in the  
process of purchasing the new platform

We see the new platform fueling the upgrade trend



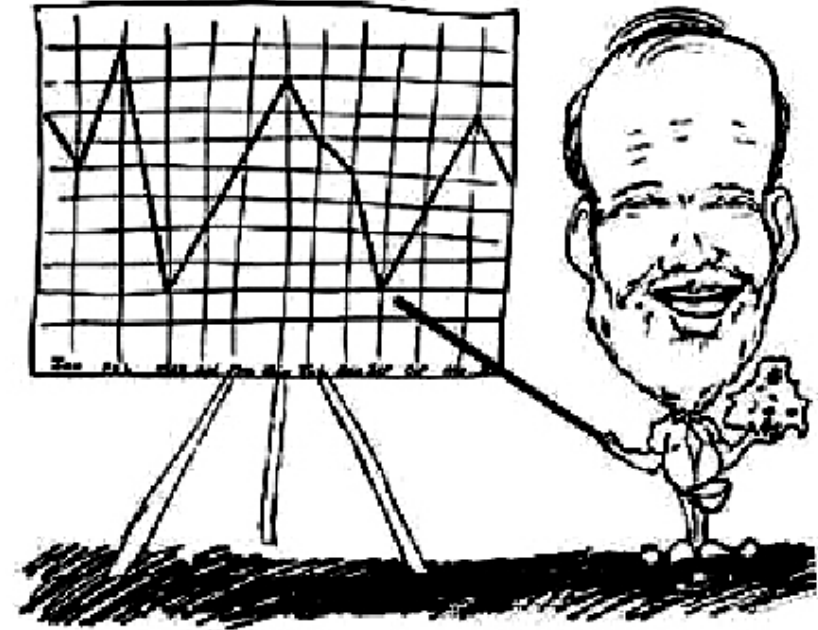


## What are our Customers planning?

At the start of 2007  
our customers began to  
upgrade to Integrity

By 2008  
ALL of our customers have upgrade plans underway

The NS1204 has emerged as a popular machine





Upgrades cause  
Customers to  
re-license their  
software



Conversions can be complex

Many of our customers are planning 6 month cutover  
programs

We are supporting all of our customers with dual  
licensing during conversion



## NTI Engineering is starting to think about Synchronous Replication





# Data Solutions for the Enterprise

Data Protection . Real-Time Access . Business Intelligence