

# Synchronize Working Files Rapidly and Securely with IBM® Aspera®

CUSTOMER PROFILE

Multinational financial services corporation with rapidly growing transaction data that requires a highly secure environment with multiple locations

CUSTOMER SITUATION

Microsoft Windows server with file shares and multiple offices, Customer transaction data is highly sensitive and must be accessed rapidly. Currently using DFSr is failing to sync when file sets are greater than 6 million files because they have to meet their very low recovery point objectives (RPO) and recovery time objectives (RTO)

KEY DATA METRICS

Millions of files spread over 20 offices, globally

BUDGET ~\$1,000,00

SOFTWARE EVALUATED

rsync, Robocopy, GoodSync but none of these solutions can sustain the high-throughput needed to meet project timelines.

HARDWARE EVALUATED

Considering hardware based WAN acceleration (e.g. Riverbed) but are concerned about costs of installing & maintaining hardware at each site (~\$1M) with no assurance of performance, Also looked at shipment of physical disks, but are concerned about security and data transfer timeline.

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USE EXISTING  
SERVER & STORAGE  
INFRASTRUCTURE

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CONTINUOUS DIFFERENTIAL  
FILE SYNC & EXCLUSION

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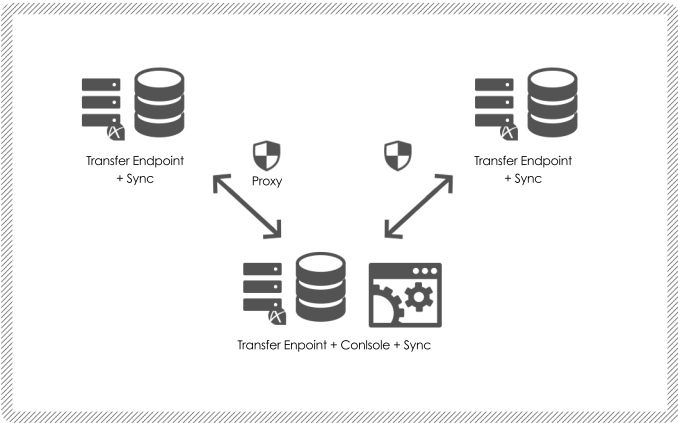
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ASPERA SYNC SCANS  
AS FAST AS THE FILE  
SYSTEM ALLOWS

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TECHNOLOGY	COMMON COMPETITOR	ASPERA IS BETTER
• Commercial Software	RoboCopy, Good Sync	Aspera Sync scans as fast as the file system allow; Aspera Sync supports stateful recovery
• Commercial Hardware	CTERA, Panzura	Software only solution can be deployed in any environment; runs on existing Windows Servers
• Open Source Software	Rsync	Higher performance, Fully supported, secure & reliable technology backed by IBM

HUB AND SPOKE DEPLOYMENT\*



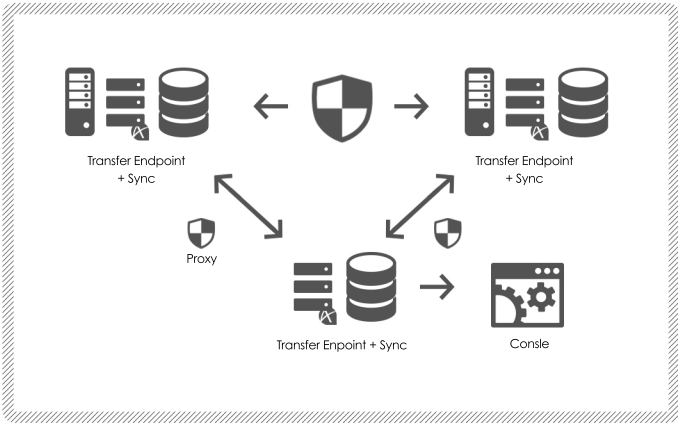
SOLUTION COMPONENTS

- 1X High-Speed Transfer Server, 10Gbps
- 19x High-Speed Transfer Endpoint, 1Gbps
- 1x Aspera Console
- 1x Aspera FASP Proxy
- 19x Aspera Sync add-on, 1M Files
- 1x Aspera Sync add-on, 100M Files

AVERAGE DEAL SIZE

Perpetual license; first year support & maintenance included ~\$1,000,000

MESH DEPLOYMENT\*



SOLUTION COMPONENTS

- 20x High-Speed Transfer Endpoint, 1Gbps
- 1x Aspera Console
- 20x Aspera FASP Proxy
- 20x Aspera Sync add-on, 10M Files

AVERAGE DEAL SIZE

Perpetual license; first year support & maintenance included ~\$800,000

\*NOTE: Solution is OS and file system agnostic. For simplicity sake, both deployment diagrams have been scaled down to show only 3 sites instead of all 10 sites specified in the use case and solution components