Compaq StorageWorks™
Which tape product is right
for your customer?

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Which technology, and when?

→ **Why SLR?**
The most affordable, low-end solution for businesses that just need basic backup

→ **Why DAT?**
Low price, and protects investments in current DAT media

→ **Why AIT?**
Performance, capacity and a small form factor. Provides three times the performance and capacity of DAT at a lower cost than DLT

→ **Why DLT?**
The enterprise standard for capacity, reliability and performance

Compaq offers an outstanding array of secondary storage products designed to meet the needs of a variety of customers — from small businesses with small budgets to mission-critical datacenters. With so many choices, directing your customer to the ideal solution can be confusing. This document will give you some easy guidelines to follow.

	DLT		AIT		DAT		
	20/40-GB	**35/70-GB**	**AIT 35GB**	**AIT 50GB**	**4/8-GB**	**12/24-GB**	**20/40-GB**
Capacity (native)	20	35	35	50	4	12	20
Performance GB/hr (native)	5.4	18	10.8	21.6	2.8	4.2	8.6
Form Factor	5.25" FH	5.25" FH	5.25" HH	5.25" HH	5.25" HH	5.25" HH	5.25" HH
Interface	Fast Wide	Fast Wide	Fast Wide	LVD	Fast Wide	Fast Wide	LVD
Reliability (power on hours)	80,000	80,000	250,000	300,000	250,000	250,000	250,000
Duty Cycle	100%	100%	30%	30%	20%	20%	30%
Media	DLT IV	DLT IV	AIT 35GB	AIT 50GB	DDS-2	DDS-3	DDS-4
Internal/External	Y/Y	Y/Y	Y/Y	Y/Y	Y/N	Y/N	Y/Y
Configurations							

* FH = Full Height   * HH = Half Height

This chart shows you the entire line-up of Compaq secondary storage media along with the Compaq servers for which each storage product is best suited.

Enterprise customers

DLT is the tape backup standard for the enterprise. For large enterprises, mission-critical environments and businesses where DLT is already the corporate standard, DLT is the technology to recommend. It's the ideal solution when capacity, performance and reliability are your customer's top priorities.

Corporate customers

Your corporate customers are likely a varied group. They may be extremely price-sensitive, have space constraints or want mission-critical reliability. Compaq offers a variety of solutions to help you meet those varied needs.

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For value-minded enterprise customers or corporate customers most concerned about reliability, the DLT 20/40 GB tape drive is a good choice. It's an excellent way for businesses to transition to the DLT standard without exceeding their budgets.

For corporate customers that want a space-saving solution or simply want a balance between the affordability of DAT and the performance of DLT, AIT (Advanced Intelligent Tape) is the right choice. The Compaq AIT 35 GB and 50 GB tape drives provide an excellent middle road for customers that may not yet be ready to establish a DLT standard. Compaq AIT technology provides a cost-effective, mid-range performance/capacity solution with exceptionally quick access in data retrieval and restore.

For the most cost-conscious of your corporate customers, DAT solutions offer the capacity they need at a low cost. For departmental servers storing up to 40 GB of data, the Compaq DAT 20/40 GB tape drive offers good reliability and performance in a low-cost solution.

Customers with remote or branch office environments

For businesses of any size that need a "hands-off" remote solution, the DAT 12/24 GB DAT 8-Cassette AutoLoader is the answer. Unattended, automated backup is ideal for remote and branch offices where there's no system administrator or minimal technical staff.

Price-conscious small-business customers

Compaq entry-level DAT and SLR solutions are perfect for small business servers and workstations — or any business with low duty cycles and for whom price is top priority. They're very affordable, easy to use and don't take up a lot of space.

If this is your customer:	You might recommend:
Uses DLT in the enterprise and needs a remote tape solution	DLT
Needs extra capacity in an 1/2 height device	AIT
Has always used DAT drives but now needs more than 24 GB	AIT
Wants the highest performance and lowest cost/MB	AIT
Wants maximum reliability for a critical environment	DLT
Wants the simplest, least expensive solution possible	DAT or SLR

DLT Technology

This family of midrange to high-end internal/external tape drives provides up to 70 GB of data capacity protection. They provide high capacity, high performance, high reliability and proven technology for Compaq servers in high duty cycle environments.

	DLT	
	20/40-GB	35/70-GB
Capacity (native)	20	35
Performance GB/hr (native)	5.4	18
Form Factor	5.25" FH	5.25" FH
Interface	Fast Wide	Fast Wide
Reliability (power on hours)	80,000	80,000
Duty Cycle	100%	100%
Media	DLT IV	DLT IV
Internal/External Configurations	Y/Y	Y/Y

* FH = Full Height   * HH = Half Height

AIT Technology

This line of drives provides up to 50 MB of data capacity protection. It's a cost-effective alternative for mid-range duty cycle environments and offers technology that supports quick access data restore.

	AIT	
	AIT 35GB	AIT 50GB
Capacity (native)	35	50
Performance GB/hr (native)	10.8	21.6
Form Factor	5.25" HH	5.25" HH
Interface	Fast Wide	LVD
Reliability (power on hours)	250,000	300,000
Duty Cycle	30%	30%
Media	AIT 35GB	AIT 50GB
Internal/External Configurations	Y/Y	Y/Y

* FH = Full Height   * HH = Half Height

DAT Technology

This family of entry-level and workgroup tape drives ranges from 4 GB to 24 GB of data capacity protection for Compaq servers. It provides a low price solution for low duty cycle environments.

	DAT		
	4/8-GB	12/24-GB	20/40-GB
Capacity (native)	4	12	20
Performance GB/hr (native)	2.8	4.2	8.6
Form Factor	5.25" HH	5.25" HH	5.25" HH
Interface	Fast Wide	Fast Wide	LVD
Reliability (power on hours)	250,000	250,000	250,000
Duty Cycle	20%	20%	30%
Media	DDS-2	DDS-3	DDS-4
Internal/External Configurations	Y/N	Y/N	Y/Y

* FH = Full Height   * HH = Half Height

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