

EMC—SILVER PEAK

An EMC Select Partner Overview

ESSENTIALS

Partner products

- NX appliances (physical)
- VX appliances (virtual)
- VRX appliances (virtual)
- Global Management System (GMS)

EMC products

- EMC Symmetrix Family
- EMC SRDF®/A and SRDF/AR
- EMC VNX® Family
- EMC Data Domain®
- EMC ATMOS™ Cloud Storage Certified
- EMC VPLEX™ Geo

Solution highlights

- Improve RPO/RTO
- Reduce WAN bandwidth costs for replication and remote office access
- Enhance replication performance
- Extend distances between disaster recovery facilities

SILVER PEAK AND EMC ENHANCE WAN PERFORMANCE

Bandwidth, congestion, latency, and dropped packets are all common challenges associated with replicating data across an IP wide area network (WAN). These problems can impede replication processes or prevent them from happening entirely. These issues can also increase WAN infrastructure and support costs, which have a significant impact on the total cost of ownership (TCO) for offsite data protection.

Combining EMC® industry-leading replication products with Silver Peak's data center-class WAN optimization solution enables enterprises to protect more data across longer distances. In addition, replication can be performed over cost-effective shared WANs, resulting in significant cost savings.

DATA CENTER-CLASS WAN OPTIMIZATION

Silver Peak NX-series physical appliances and VX/VRX-series virtual appliances complement EMC IP replication solutions by overcoming common WAN challenges that adversely impact replication performance between source and target locations. More specifically, Silver Peak mitigates bandwidth, distance, and WAN quality issues by using the following realtime network optimization techniques:

- **Network acceleration:** TCP acceleration helps to overcome latency between source and target locations. In doing so, Silver Peaks' network acceleration techniques mitigate the impact of latency on long-distance replication.
- **Network integrity:** Provides a variety of realtime optimization techniques to "clean up" the WAN for more effective throughput. In addition, advanced quality-of-service (QoS) and traffic management techniques are used to prioritize traffic and guarantee WAN resources.
- **Network memory:** Silver Peak uses disk-based deduplication to eliminate the transfer of duplicate information sent across the WAN during the replication process. The Silver Peak solution has the advantage of optimizing all IP traffic traversing the WAN (storage and non-storage) to complement EMC's own deduplication solutions (especially when EMC traffic is sharing the WAN with other enterprise applications).

Silver Peak's Global Management System (GMS) provides realtime and historical analysis of WAN performance, which is used for capacity planning, ongoing network and application monitoring, and rapid troubleshooting.

HOW SILVER PEAK AND EMC WORK TOGETHER

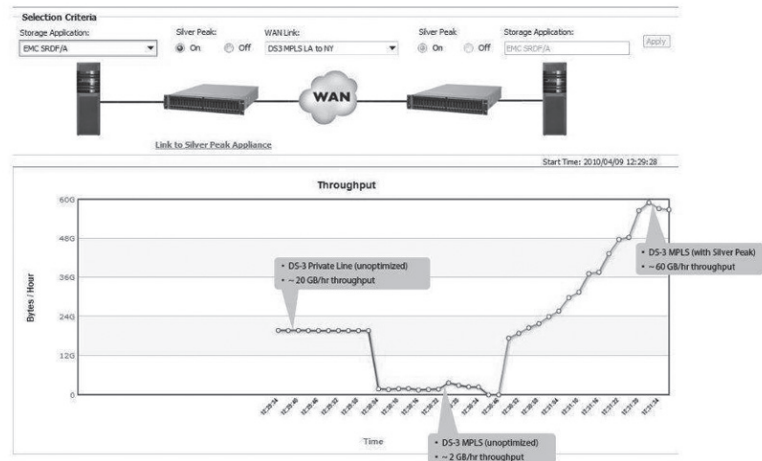
The joint EMC and Silver Peak solution enables minimal recovery point objectives (RPOs), reducing data loss exposure to an absolute minimum and minimizing WAN costs associated with the transfer of duplicate data.

In addition, Silver Peak integrates with EMC replication solutions to work optimally on MPLS and Internet VPNs, which are often shared with other (non-storage) applications. By enabling all enterprise traffic to be consolidated onto a single WAN infrastructure, Silver Peak and EMC deliver substantial cost savings.



Silver Peak also helps enterprises run EMC replication across long distances. With the joint solution, throughput does not decrease as the distance between source and target locations increase, enabling data to be easily protected as it travels to offsite disaster recovery facilities.

In the figure below, Silver Peak enables replication on a 45 Mbps MPLS WAN to perform as if it is on a 155 Mbps private line, which is over three times the throughput at half the cost.



The joint EMC and Silver Peak solution is a good fit for your business when:

- Disaster recovery traffic is competing for shared WAN resources with other applications.
- Initiatives are in place to improve RTO and RPO across the WAN.
- Replication traffic is consuming too much WAN bandwidth.
- WAN bandwidth accounts for a significant portion of total disaster recovery costs.

ABOUT SILVER PEAK

Silver Peak develops data center-class network appliances that maximize WAN performance while minimizing WAN costs. The company's unique network approach to WAN optimization delivers unprecedented scalability and flexibility, enabling enterprises to rapidly move large amounts of data across long distances. Silver Peak's WAN optimization solution is a strategic enabler for large IT initiatives, including data center consolidation, data migration, disaster recovery, server centralization, and global application/desktop virtualization. For more information, visit www.silver-peak.com/infocenter.

ABOUT EMC

EMC is a global leader in enabling businesses and service providers to transform their operations and deliver IT as a service. Fundamental to this transformation is cloud computing. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect, and analyze their most valuable asset—information—in a more agile, trusted, and cost-efficient way.

CONTACT US

For more information on how EMC and Silver Peak products work together to optimize your business transactions, contact your EMC or Silver Peak representative or visit the websites at www.EMC.com or www.silver-peak.com.

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