



CA XOssoft™ & VMware™ a Joint Solution Addressing Disaster Recovery and High Availability

JOINT SOLUTION OVERVIEW

CA and VMware, two global software leaders, are jointly working together and delivering an innovative cost effective approach to addressing disaster recovery and business continuity requirements. By combining best of breed technologies that remove the traditional limitations of physical infrastructures along with over the WAN data replication and failover capabilities, companies can finally achieve the freedom and flexibility to affordably extend their business continuity beyond traditional high availability and disaster recovery – achieving *continuous application availability*.

VMware Infrastructure and CA XOssoft™ WANSync™ HA when combined together provide a powerful multi-layered disaster recovery solution that covers a wide range of contingencies. This approach enables companies to dramatically reduce the total cost of ownership for contingency planning with amazing simplicity and flexible control over their IT infrastructure.

VMware has received the ca smart seal of excellence! This mark identifies partner solutions that deliver quality, innovation, leading technology and integration.

THE CHALLENGE

In today's highly competitive global market place, businesses need to maintain 24x7x365 transparency providing continuous access to business application systems and data. Any disruption can have measurable consequences. Disruptions don't necessarily have to be disasters, they could be related to hardware or software upgrades, maintenance or backups; nonetheless, it is important for companies to mitigate business risk due to both planned and unplanned disruptions. Disasters on the other hand can have even more dire consequences and likewise contingency planning can increase in cost and complexity.

Common Disaster Recovery (DR) / High Availability (HA) Challenges Include:

- Hard to cost justify DR plan - infrequently used but critical to the business
- Difficult to maintain DR solutions once implemented - little budget or incentive/time to maintain
- Limited by budget/technology - unable to protect all desired/needed resources
- Forced to use cold site vs. warm/hot site
- Forced to use identical server/storage hardware
- Lack of resources for testing and DR plan maintenance, without testing and plan updates, DR plans quickly become unreliable
- No resources to implement at DR site

THE SOLUTION

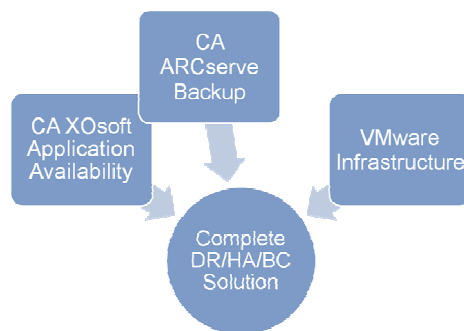
VMware Infrastructure coupled with CA XOssoft solutions address these challenges simply and cost effectively. This solution goes beyond disaster recovery and high availability.

VMware infrastructure allows customers to provision multiple virtual machines on one physical server, creating resource pools from existing hardware that can be moved freely from one server to another in the resource pool. VMware allows companies to decrease their hardware requirements for DR/HA purposes, reduce required datacenter square footage, power and cooling by simply reducing the number of physical machines needed at a remote DR site.

CA XOssoft™ WANSync™ easily and simply allows (multi-instance, multi-server) distance-independent data replication over the WAN from any combination of physical to virtual or virtual to virtual machines, hence extending DR/HA to any remote location across the globe with seamless failover and failback of all mission critical IT applications, in the event of a failure at the primary site.

Furthermore, the innovative CA XOssoft Assured Recovery™ feature gives both business and IT executives' peace-of-mind by automatically testing and validating the recoverability of your applications at your designated DR site on each OS server instance ensuring that in the event of an unavoidable disaster (or disruption) that systems will operate without issue. And lastly, through integration with CA ARCserve™ Backup, you can produce snapshot backups of the validated data at your remote location and alleviate associated risks and cost of data transport.

The combined solution



Business Benefits of the Combined Solution

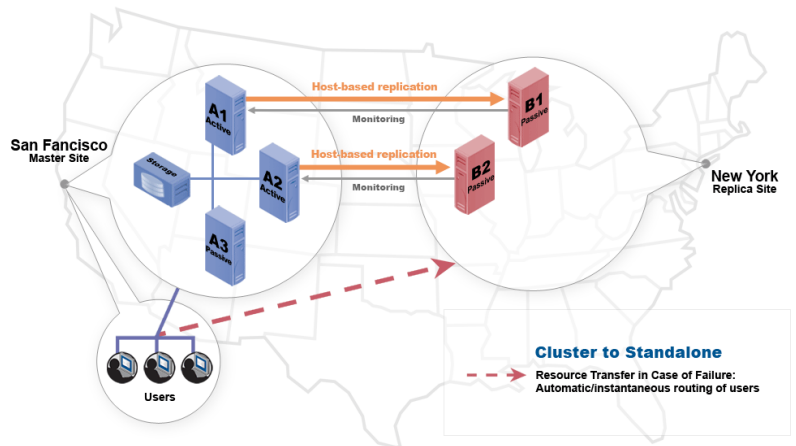
- **Reduces Business Risk**
 - Makes DR possible when it would otherwise not be feasible
 - Allows protection of more systems than traditionally possible
 - Prevent lapses in protection as new systems are implemented
- **Improves Operational Efficiency**
 - Use what stand-by site makes sense for the business rather than what technology dictates
 - Production systems are now easily portable to the DR site
- **Cost Effective High Availability**
 - Lower total cost of ownership (TCO) for DR/BC
 - Stand-by sites can now be redundant without expensive clustering or other local HA solutions

Solution Benefits for IT Operations

VMware Infrastructure and CA XOssoft WANSyncHA when combined together provide a powerful multi-layered disaster recovery solution that covers a wide range of contingencies.

This approach enables companies to dramatically reduce the total cost of ownership for contingency planning with amazing simplicity and flexible control over their IT infrastructure – hence creating a fluid real time infrastructure that adapts to changing requirements with relative ease.

- Rapid Deployment
- Rapid Recovery
- Simplified Management
- Operational Efficiency
- Greater DR/HA Success with Automated DR testing



What each solution delivers:

VMware Infrastructure

- Creates a highly resilient, flexible, low footprint and cost effective infrastructure

CA XOssoft Application Availability

- Application tailored high availability solution bringing the broadest levels of protection and addressing both DR and HA in a single remotely installable solution with no distance limitations

CA ARCServe Backup

- Scalable, high speed backup solution with built-in encryption, anti-virus, and the latest platform support including CA XOssoft integration and VMware Consolidated Backup (VCB) support

Total Protection

- *Simple,*
- *Affordable,*
- *Possible!*



FAQS

Q1. How cost effective is the solution as compared to traditional approaches.

A. This joint solution offers multiple savings opportunities from tangible hardware and infrastructure costs to the intangible cost of IT resources and peace of mind knowing that your DR solution will not fail you at the time of need.

1. VMware allows you to save on infrastructure cost: physical hardware, power and cooling, footprint.
2. CA XOsoft is hardware agnostic, which means that it works with any physical server/cluster or virtual machine in your environment, hence saving you money by not requiring you to deploy the same hardware in both primary and replica site.
3. The solution eliminates the cost of data transport with snapshot backup after CA XOsoft Assured Recovery runs.
4. Automated Failover means seamless rapid recovery with little to no impact to the business, which translates to substantial cost savings. Not only is this benefit realized when a failure occurs but can also be used to reduce planned downtime by switching users quickly to the standby system when production systems must be taken down for upgrades or other planned tasks.

Q2. Do I need to maintain the same hardware at each location?

A. Failover at the application level means 100% hardware independence and completely automated application failover in seconds, to a mere few minutes, even across subnets and long distances:

- Physical to Physical (can be multi-processor to single processor even)
- Physical to Virtual failover
- Virtual to Virtual
- MS Cluster to MS Cluster
- MS Cluster to Virtual or Physical
- Any combination, use what hardware makes sense for the business

ADDITIONAL RESOURCES

White Papers: www.caxosoft.com/whitepapers

- Building a Cost-Effective & Robust Disaster Recovery Solution with VMware Infrastructure and CA XOsoft™ WANSync™HA, October 2006
- Consolidation of Disaster Recovery Replica Servers using Virtual Servers
- Practical Disaster Recovery Planning, A Step by Step guide

Customer Success Story

- The University of Texas at Brownsville ensures seamless education with improved email availability

Quotes

- “The combined CA Recovery Management solution and VMware Infrastructure has enabled us to take business continuity to a new level. By limiting the impact of a potential disaster on our email infrastructure, we can deliver uninterrupted learning and administrative services to students, which helps maintain our reputation for providing accessible education.” Ubaldo Martinez Assistant Director of User Support Services, University of Texas at Brownsville

HOW TO BUY

To learn how quickly and easily you can deploy VMware Infrastructure and CA XOsoft Disaster Recovery and High Availability solutions contact your Reseller or respective Sales Representative.

For VMware solutions visit www.vmware.com/ca or call 877-486-9273

For CA XOsoft solutions visit www.caxosoft.com or call 800-225-5224
