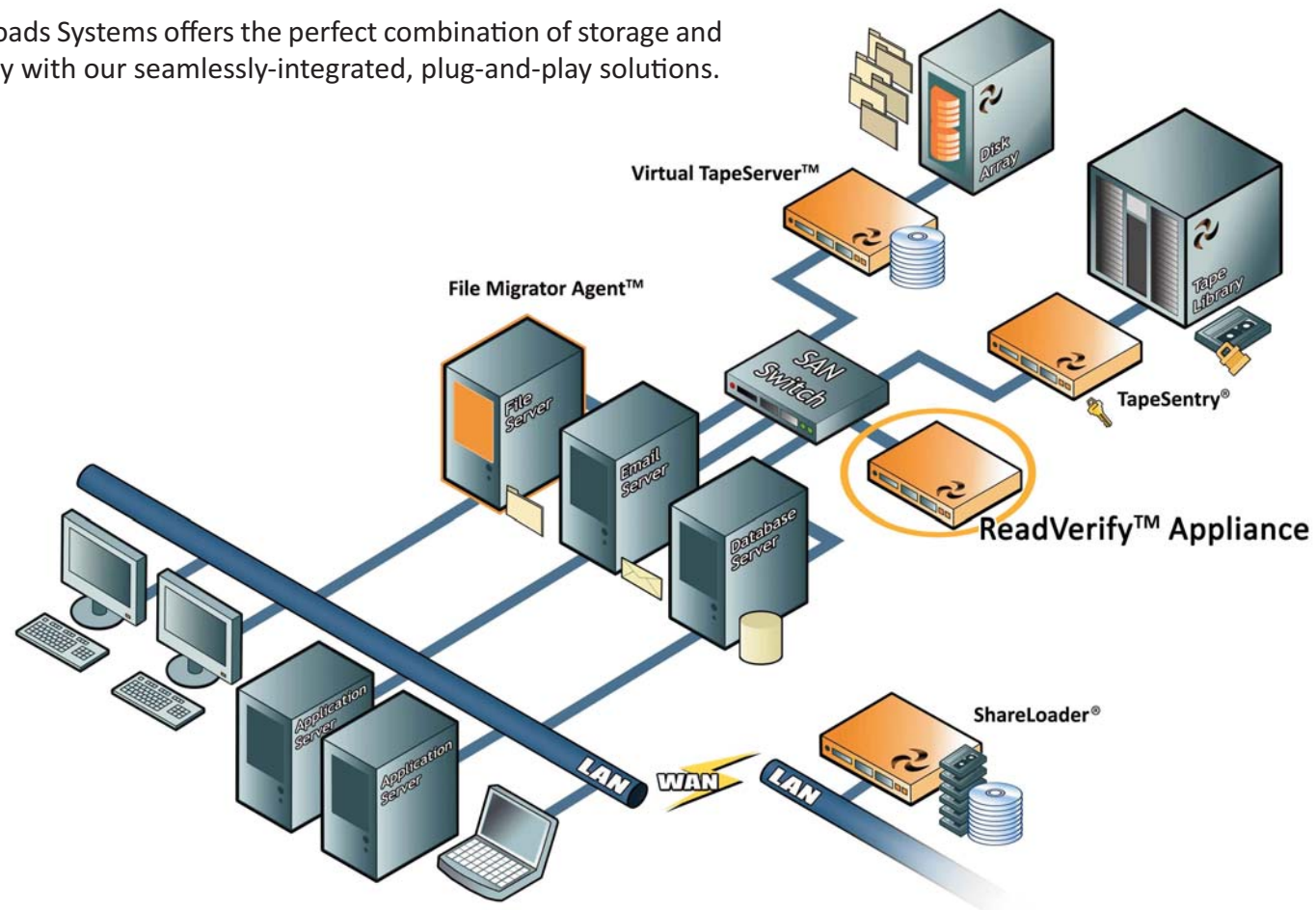


# Crossroads Solution Suite

Crossroads Systems offers the perfect combination of storage and security with our seamlessly-integrated, plug-and-play solutions.



Crossroads **Router Messaging Interface (RMI)** provides a high performance, low-latency router core for network-level security and services—a platform for higher-level storage and security solutions.

Crossroads ReadVerify Appliance (RVA) proactively validates the integrity of tape backup systems.



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## ABOUT CROSSROADS

Headquartered in Austin, Texas, Crossroads Systems delivers flexible solutions to protect, secure and restore business-critical "data-at-rest." Crossroads (symbol: CRDS) is currently traded on Pink Sheets and also posts its financial disclosure reports, press releases and other related documentation on the OTCIQ web service of the Pink Sheets website. For more information, please visit [www.crossroads.com](http://www.crossroads.com).

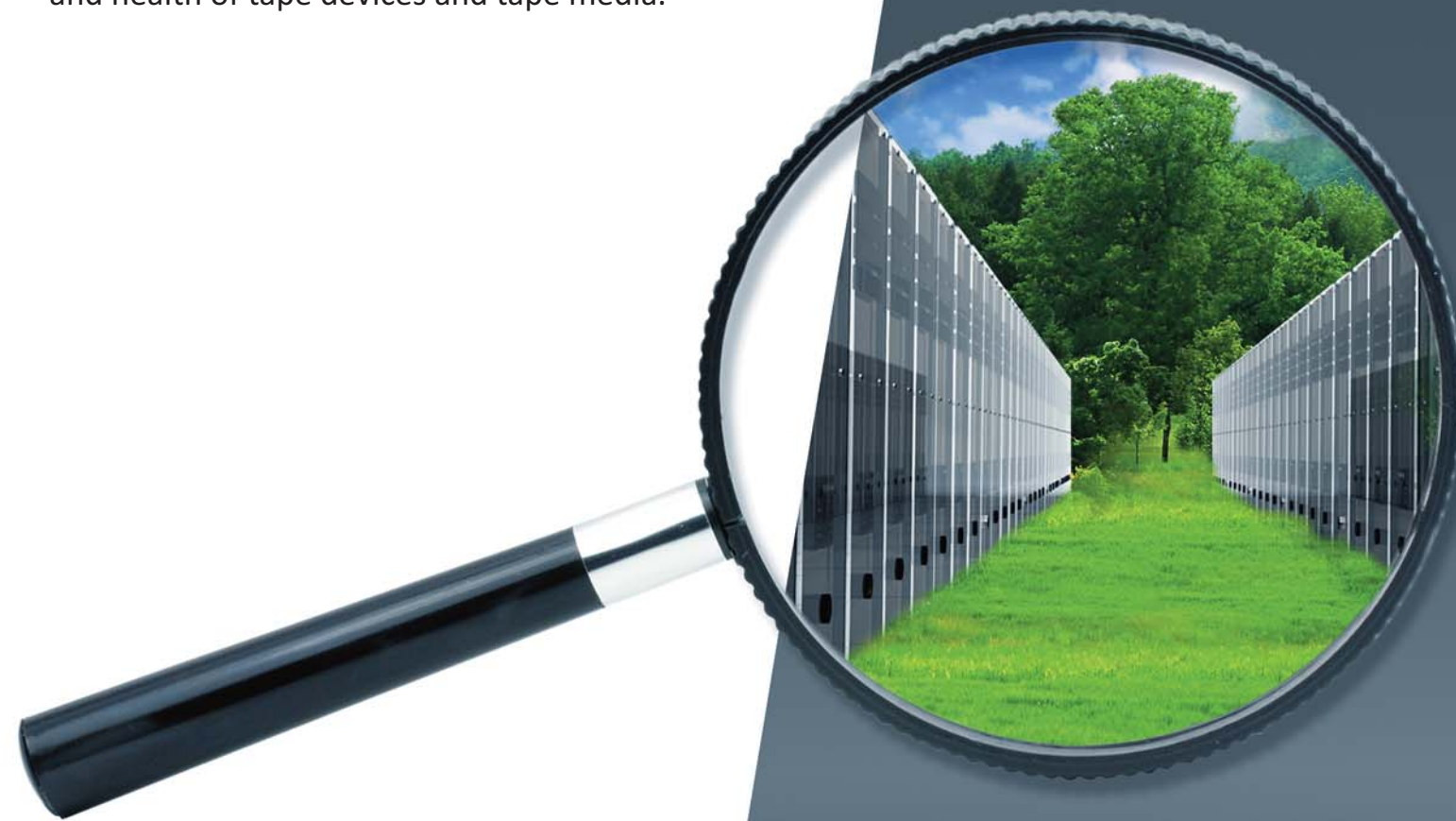
Crossroads promotes institutional and personal environmental responsibility within the company, with our partners and with the users of our products. We are committed to providing the best products and services while encouraging practices consistent with sustainable living and resource conservation.

# ReadVerify™ Appliance

## Looking for a Way to Save Time, Money and Reduce Risk?

### ReadVerify Appliance (RVA) Helps Your Backup Environment Go Green

RVA proactively validates the integrity of tape backup systems while providing a simple, real-time way to monitor, track and report on performance, utilization and health of tape devices and tape media.



# Searching for a Greener Approach to Tape Backup?

## RVA Highlights

- Maximize Existing Tape Library Assets
- Prevent Premature Wear of Resources
- Reduce Risk of Irrecoverable Data
- Ensure Regulatory Compliance
- Verify Readability of Tape Media with Optional ArchiveVerify™

As one of the principal responsibilities of enterprise IT, data backup and restore, off-site archive and disaster recovery operations are becoming a major focus of new “green IT” initiatives. Many companies use tape for these processes because of its reliability, longevity, portability and relative ease of management. Tape backup solutions are widely considered one of the “greenest” and most cost-effective approaches for storing and archiving large volumes of data. Administrators challenged to “go green” are now searching for solutions that optimize tape backup performance, reduce waste and require less manpower yet require minimal capital investments.

ReadVerify™ Appliance (RVA) is a stand-alone solution that proactively monitors tape backups and reports cartridge and drive statistics collected during backup operations. It provides insight into media utilization and the health of backup environments, allowing administrators to solve issues before they become costly, risky and time consuming. Automatic alerting and reporting functionality provides information on impending media and drive failures as well as overall utilization and performance of tape media and drives. Reports can be used for load balancing and to proactively address impending media and hardware failure before they threaten the organization’s backup health. ArchiveVerify™, an optional feature for RVA, enables users to ensure what has been written to tape media can be read for recovery or compliance audits. Effective management of tape drives and tape media can be a major contributor to reducing backup failures and recovery errors and minimizing processing time, thus avoiding redundant operations, helping conserve resources and achieving green initiatives.

## Why Purchase Unnecessary Equipment and/or Tape Media?

### Optimize Existing Tape Backup Assets

With information provided in RVA reports, organizations can maximize utilization and performance of backup library tape drives and help complete backup jobs successfully and on time. By preventing premature wear of over-used assets, you can extend the life of both tape drives and media minimizing purchases of unnecessary resources. Proactively assessing tape media validity over its effective life, RVA tracks the capability of backup systems to read media and analyzes results over time. Results are compared against a user-defined set of policies and alerts on suspect tapes/drives are sent *before* a backup failure.

## Are You Risking Data Loss?

### Proactively Manage Your Backup Environment

Monitoring and management capabilities provide real-time information, allowing instant insight into the health and stability of tape backups. You no longer need to wait until the end of a backup to get results. With RVA, you’ll know *why* a backup is slow or has failed. Automatic alerting and reporting functionality provides information on impending media and drive failures as well as overall utilization and performance of tape media and drives. Reports can be used for load balancing to proactively address media and hardware failure exposures before they threaten your organization’s backup health.

## How Can I Anticipate Tape Backup Problems and Fix Them?

### Identify Degrading Tape Media Before It’s Too Late to Recover Data

Lack of a systematic approach to media management often results in tape being arbitrarily retired when it still has useful life. Conversely, media often remains in use until catastrophic failure causes incomplete backups or, worse, the inability to restore data. Both scenarios translate into waste, higher expenses and introduce reliability issues into the backup, archive and restore processes. RVA’s media management measures error rates of data being written to tape and alerts when rates reach unacceptable levels so media can be retired prior to data loss. Effective tape media management also potentially extends the useful life of tape while saving money, reducing waste and helping data centers go green.

## Is It Important to Prove Data is Recoverable?

### Identify Risk of Data Loss with Optional ArchiveVerify™

ArchiveVerify™ (AV) is an optional feature for RVA that reduces risk of losing data stored on current and long-idle tape media and lowers costs associated with tape backup and archive. Enabling your organization to ensure what has been written to tape media can be read, verification procedures are automatically initiated, and analysis is conducted on the entire written length of tape media. Reporting capabilities help fulfill requirements for SLAs and regulatory compliance audits that require proof your organization can recover data stored to tape media.

## UCLA Neuro Imaging Lab Chooses RVA

### THE CHALLENGE

- Two site, high volume infrastructure
- Backup window consistently exceeded
- Data recovery inconsistent and unreliable
- Difficulty troubleshooting recovery errors

### THE RVA SOLUTION

- Easy implementation and quick ROI
- No change to existing tape storage applications or infrastructure
- Backup, archive and HSM performance monitoring

### BUSINESS IMPACT

RVA has become an integral part of tape operations after the drive/tape error correlation identified problematic drives. Ongoing analysis provides a proactive method for identifying degrading conditions.

