







FAST LTA	Silent Brick Drive	Silent Brick Cube	Silent Brick Controller
<p>FAST LTA specialises in long-term data storage. Core applications are Backup and Archiving with off-line and off-site storage. They are offering removable disk appliances holding Silent Brick storage containers with 12 disks (HDD or SSD) with built-in redundancy, also available with WORM sealing.</p>	 <p>The Silent Brick Drive is a storage appliance for backup and archiving, featuring either 1 or 2 slots for Silent Brick storage media. It is suited for smaller environments and distributed installations with a central storage. Maximum capacity is 32TB.</p>	<p>The Silent Brick Cube is a WORM-protected storage solution for compliance archiving. The preferred applications are document management and content management systems in the medical environment. One cube can offer up to 32TB.</p> 	 <p>The Silent Brick Controller is an expandable, centralised storage appliance for files, backup and compliant archiving. Featuring 5 slots, the controller offers up to 80TB net/120TB gross capacity.</p>

Overland-Tandberg	RDX QuikStor / Media	QuikStation 4	QuikStation 8
<p>Founded in 1979 Overland-Tandberg provides “best in class” data storage and archive solutions that are reliable and mindfully built for the Enterprise and SMB.</p> <p>An established standard, with attributes beyond other simple data storage products, RDX is the trusted removable disk technology. The tough, armored design provides a reliable and valuable data repository. On the go capability makes it ideal for off-site disconnected storage for disaster recovery. RDX builds the lifeline of all business data.</p>	 <p>The Overland-Tandberg RDX QuikStor media-based removable storage system offers rugged, reliable, removable and secure storage for backup, archive, data interchange and disaster recovery. It provides enterprise performance and fast access and is available with up to 5TB per cartridge.</p>	 <p>The RDX QuikStation 4 removable disk appliance provide a fully automated and scalable data protection solution. The QuikStation 4 offers various disk operational modes and connects via iSCSI with 4x 1GbE ports. It offers up to 20TB net removable storage.</p>	 <p>The RDX QuikStation 8 with 8 RDX drives offers all QuikStation 4 benefits. In addition, it offers VTL and tape autoloader operational modes and connects via iSCSI with 2x 10GbE ports. It offers up to 40TB net removable storage.</p>

Product Positioning			
<p><b>Target Customers</b></p> <p>Medical Practices, Hospitals Public Security &amp; Government Lawyers &amp; Tax Offices Banks &amp; Insurances Architects &amp; Construction Engineering and Manufacturing</p>	<p><b>Small Office/Home Office RDX</b></p> <p>SOHO characteristics: Employees: 1-8 Budget: &lt; \$ 1.000 Storage Requirement: &lt; 8TB</p>	<p><b>Small and Medium Businesses RDX</b></p> <p>SMB characteristics: Employees: 9-50 Budget: &lt; \$ 10.000 Storage Requirement: 8TB - 40TB</p>	<p><b>Small and Medium Enterprises RDX / FAST LTA</b></p> <p>SME characteristics: Employees: 51-900 Budget: &lt; \$ 20.000 Storage Requirement: 8TB - 80TB</p>

## Price Comparison (MSRP)

	RDX QuikStor 4TB	Silent Br. Drive Base Config.	Silent Cube 4TB	QuikStation 4 16TB	Silent Br. Drive 16TB	Silent Br. Drive 32TB	QuikStation 8 32TB	Silent Cube 32TB	QuikStation 8 40TB	Silent Brick Controller 40TB
Installation	N/A	1.200 € <sup>a</sup>	1.200 € <sup>a</sup>	N/A	1.200 € <sup>a</sup>	1.200 € <sup>a</sup>	N/A	1.200 € <sup>a</sup>	N/A	1.200 € <sup>a</sup>
Service	inclusive <sup>c</sup>	2.670 € <sup>b</sup>	7.850 € <sup>b</sup>	inclusive <sup>c</sup>	4.788 € <sup>b</sup>	6.948 € <sup>b</sup>	inclusive <sup>c</sup>	14.610 € <sup>b</sup>	inclusive <sup>c</sup>	3.297 € <sup>b</sup>
VTL Software+License	N/A	N/A	N/A	N/A	N/A	N/A	inclusive	N/A	inclusive	19.931 € (5 yrs.)
total cost w/o WORM	636 €	7.849 €* <sup>*</sup>	N/A	3.795 €	13.968 €	19.728 €	7.591 €	N/A	8.719 €	35.418 €
total cost incl. WORM	1.049 €	8.350 €* <sup>**</sup>	19.520 €	5.447 €	14.970 €	20.730 €	10.895 €	35.290 €	10.895 € <sup>**</sup>	37.918 €

<sup>a</sup> FAST LTA installation service is mandatory

<sup>b</sup> FAST LTA service is mandatory for Year 1-5 and includes Next Business Day service

<sup>c</sup> RDX is including 3 Year Advanced Replacement service for free

\* Capacity: non-WORM 8TB, WORM 4TB

\*\* 32TB

## RDX Advantages and Benefits over FAST LTA Products

- RDX is budget friendly and doesn't require additional service, installation and license cost.
- RDX is easy to install and to use and offers long-term archiving with off-site storage with all products.
- RDX media is rugged and easy to transport.
- RDX products have 3 Year service included; more services are available optionally.
- RDX is ideal for backup, archiving and data transportation across the entire product line.
- RDX QuikStation is versatile to use without hidden cost and RDX QuikStation 4 is available as a desktop version for office environments.
- RDX QuikStation are shorter compared to others systems and fit smaller footprint 19" racks.
- Overland-Tandberg world-wide Distribution, Reseller and Service/Support network.

## RDX QuikStation Comparison

Features	QS 4	QS 8	Silent Brick Drive	Silent Brick Contr.	Silent Cube
Removable Media	Yes	Yes	Yes	Yes	No
WORM Media	Yes	Yes	Yes	Yes	Yes
KPMG Certification	Yes	Yes	Yes	Yes	Yes
Rugged Media	Yes	Yes	No	No	No
SMB-friendly entry level Config.	Yes	Yes	No	No	Yes
Hidden Software/Service Cost	No	No	Yes	Yes	Yes
Installation Fee	No	No	Yes	Yes	Yes
Highly scalable	No	No	Yes	Yes	Yes
VTL Functionality Included	N/A	Yes	Yes	Optional	No
Fault-tolerant Disk-Configurations	Yes	Yes	Yes	Yes	Yes
2x 10GbE Connectivity	No	Yes	Optional	Yes	No
IPMI-Support	Yes	Yes	No	Yes	No
Dual Power-Supply	No	Optional	No	No	Yes
4x 1GbE	Yes	No	No	No	No

## Why RDX?

- RDX starts small and scales up to several terabytes with unlimited offline capacity.
- RDX offers ransomware protection while data is online for secure backup automation and disaster recovery.
- RDX offer removable storage for easy data transportation. RDX media have a low weight and do not need special care during transport due to their rugged design.
- RDX WORM solution is KPMG certified for long-term compliance archiving.
- RDX is an affordable storage solution for SOHO and SMB. It fits perfect in office environments and doesn't need to be installed in 19" racks in a data centre.