D-Link®

Unified Network Storage Provides Crucial Backup and Fast Access in Small Business and Remote Office

In the era of paperless records, small and medium-sized businesses face many unique networking and data storage challenges. Some need access to a range of large image or video files, while others must manage large databases and virtualized servers. The challenge is finding a storage device that scales with your needs without breaking the bank.

Pools of digital files dispersed across laptops, desktops, thumb drives and external hard drives in small businesses, remote offices or branch locations can put an organization's data security at serious risk. Lost customer files, breached security for data requiring regulatory compliance or even poor tracking of client billing records can be devastating to any organization.

Most businesses with complex data storage needs are likely to have established networks already in place. For these businesses, it's critical that any storage system they deploy have excellent interoperability—in other words, that it works seamlessly with devices already on the network.

Companies working with sensitive or protected data will also have security concerns. Depending on the nature of the data, compliance with privacy regulations such as HIPAA may be an additional consideration. No matter the specific nature of your business' needs, you'll likely be looking for a storage device that can fully and effortlessly consolidate and back up your data in order to prevent critical records from being damaged or lost. Disaster recovery – the process in which an organization recovers their technology infrastructure following a disaster - is another important consideration.

And of course, the performance of the device—and of your network overall—is of paramount concern. Especially if you work with many large files, the ability to offer rapid, network-wide availability is likely to loom large in your hunt for a business-class solution to your network storage challenges.

Traditional Options: SAN vs. NAS

Companies looking for networked data storage solutions, in the past, had two principal options: SAN and NAS. Both of these approaches can deliver excellent data backup and recovery while making it easier to archive and access information. Yet, because small businesses have different data management needs, some will be better served by SAN and others by NAS. D-Link can help you find the solution that best meets your business' unique data demands.

High-Performance SAN – SAN (Storage Area Network) arrays offer tremendous power for large networks. A SAN is a dedicated storage network that puts the data stored on a variety of devices—including disk arrays and optical libraries—within the reach of various servers. However, high performance is typically only available at premium costs. Entry level solutions are easily upwards of $20K. Over the course of the last decade, SAN technology has become

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much easier to operate and more affordable, putting SAN arrays and iSCSI technology within reach of many small- and medium-sized businesses. iSCSI SANs can deliver many benefits, including simple scaling using secondary storage arrays, rapid disaster recovery, compatibility with low-cost IP networks, and efficient utilization of storage capacity across multiple servers.

Easy to Use NAS - NAS (Network Attached Storage) devices connect directly to the local area network (LAN), operating as file servers to offer shared access to data across a range of client devices. NAS devices are simple to set up and are typically much easier to administer than a storage area network. NAS systems can automatically back up your data to keep critical

information safe, and they make archiving older data for quick access a breeze, but typically do not offer block-level data access or iSCSI support.

D-Link's new family of ShareCenter Pro Unified Network Storage solutions is the company's latest effort to meet complex data storage challenges through innovative technologies. The ShareCenter Pro family of products provides smooth interoperability with existing network components in addition to providing both file level and block level data access, through concurrent support for NAS and iSCSI.

A Case In Point

"Right now I can put more storage in this box for five hundred dollars, than we are likely to consume with image storage in the next 10 years. I would pay twice what the regular price is for this unit because of what it can supply."

—Gerrit Koester, Technology & Facilities Manager, Filutowski Cataract & LASIK Institute

Finding the right cost-effective network storage solution with proven technologies is critical to the bottom line. Solutions must meet your needs now and into the future. In the case of Central Florida's Filutowski Cataract & LASIK institute, that solution was D-Link's ShareCenter Pro Unified Network Storage.

Filutowski requires immediate access to over two million high-resolution medical images across three unique locations. When they began running out of storage space for new images on their existing iSCSI system, Gerrit Koester, Technology & Facilities Manager, looked for a solution that could connect to servers, provide a network drive letter, and integrate with all of their existing storage pools while cooperating seamlessly with hundreds of existing devices from

computer terminals to sophisticated examination machines.

Having researched iSCSI SAN solutions, Koester soon realized that it would have been far from the most cost-effective solution. "I didn't need a $30,000 answer to this question," said Koester. "What I needed was highly available, redundant storage that is easy to back up and supports iSCSI."

D-Link's ShareCenter Pro was the ideal solution because of its sub-$2000 price point, iSCSI support, dual gigabit Ethernet, multiple array support and guaranteed compatibility. Easy set-up was a bonus. "We had it in the door unpacked with drives in it on a jumbo frame switch in our office within about an hour," Koester says, and he was "impressed".

Performance and scalability were key selling points too. Koester reports speeds of over 100MB per second with the D-Link ShareCenter Pro, much faster than USB2.0 at 40MB per second – and faster than some of the vastly more expensive SAN arrays he had considered. In addition, as Filutowski LASIK expands, the unit will continue to serve them well.

Rather than over-spending on an iSCSI SAN poorly tailored to their needs, Filutowski LASIK got a high-functioning unified network storage solution that fit their data backup, access, and budget requirements. Their experience exemplifies the benefits that come from working with D-Link's team of experts to find the most efficient solution to address the network and storage challenges of small and medium-sized businesses.

D-Link NAS and SAN Solutions

D-Link offers a broad range of innovative, reliable and flexible business class network storage solutions tailored to the needs of small and mid-size businesses, school districts and government agencies. They are designed to lower your total cost of ownership while providing the best overall value and performance.

D-Link ShareCenter Pro Unified Network Storage solutions set up in minutes and are ideal for plug 'n go file sharing. Unlike traditional NAS devices, they offer both file sharing (NAS) and concurrent block access performance (iSCSI) for small business server applications.
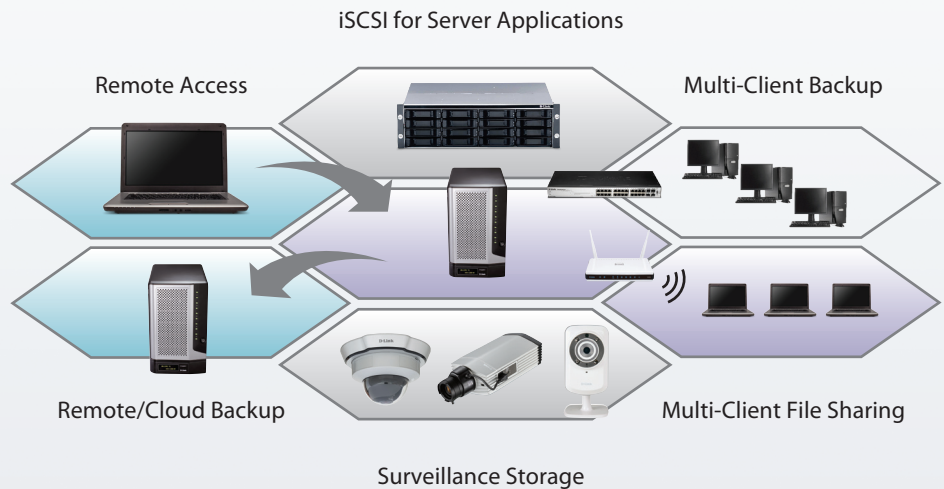
D-Link's xStack Storage iSCSI SAN solutions include both stand-alone and High Availability (HA) configurations and are tested and certified with major server virtualization platforms.

Our storage practice is also organized to provide solutions for distinct business segments and IT applications. We provide comprehensive consulting expertise, field support, and access to certified value-added reseller (VAR) partners local to you, to ensure you are investing in the right equipment for your immediate and long-term needs.

If you're not sure where to start or what platform to evaluate, D-Link experts are always available to answer questions and provide business needs analyses.

What D-Link's ShareCenter Pro Unified Network Storage Solutions Can Do for Your Small Business

- Consolidate your data on the network
- Easily back up your data for painless recovery
- Deliver fast-access performance
- Provide industry-leading interoperability and ease of use
- Save costs by eliminating islands of data
- Deliver superior data security

iSCSI for Server Applications

Remote Access

Multi-Client Backup

Remote/Cloud Backup

Multi-Client File Sharing

Surveillance Storage

Call or visit the web address below for more information on the complete line of business products:

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888.331.8686 | Email: getmore@dlink.com

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Building Networks for People