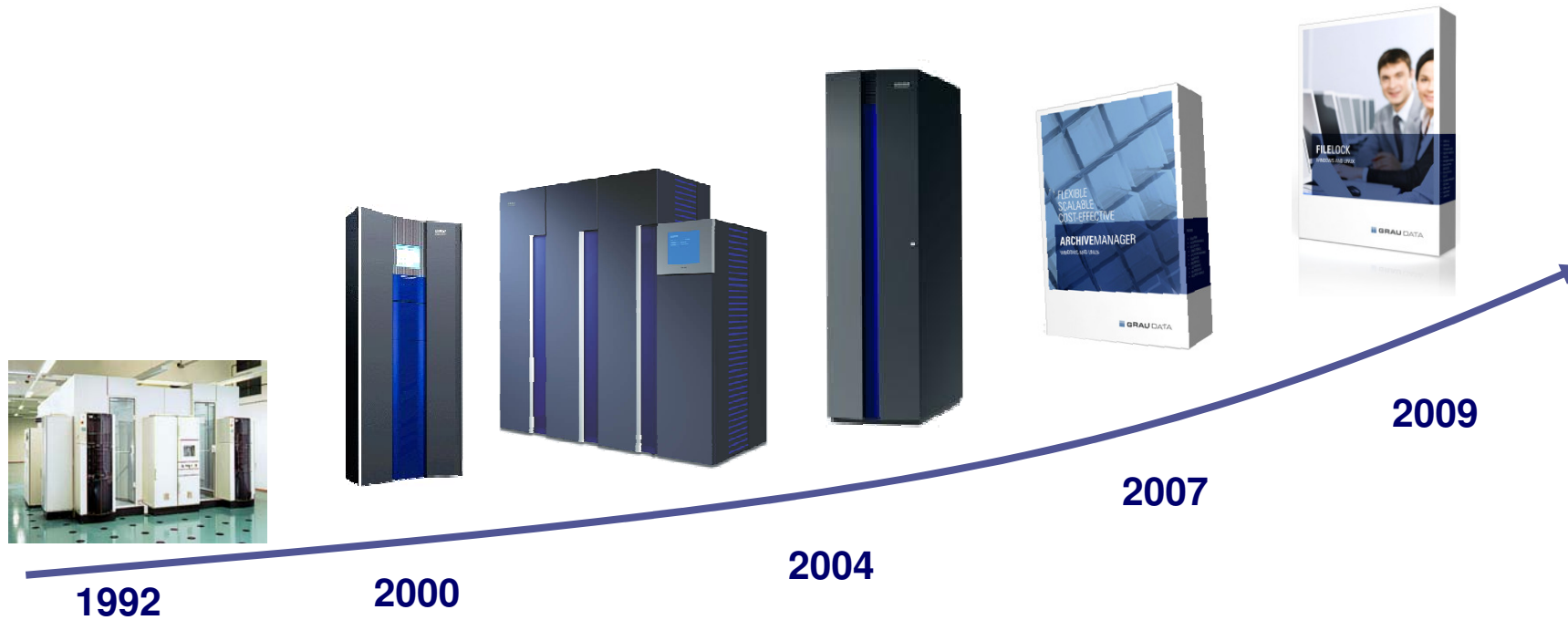


**Flexible
Scalable
Cost effective**

Solutions for long Term Archiving

 **GRAU DATA**

More than 20 years of Experience in Storage



Mainframe Tape Libraries → Open System Tape Libraries
→ Archive System → FMA Software
→ **ARCHIVEMANAGER** Software → **FILELOCK** Software

Positioning of GRAU DATA

- Focus on **Software** solutions for data archiving
 - Flexible, scalable, hardware independent
 - Compliant archiving
 - Services
- **ARCHIVEMANAGER**
 - Tiered storage HSM and archiving software
 - Scalable up to Peta Bytes
 - Multifunction Client in Q4 2010
- **FILELOCK** is a hardware independent software for compliant archiving on standard disk systems

Extract from customer list of more than 250 users.

Allgaier Werke	Engel Austria	LKA Bayern	Rheinische Universität Bonn	UVEX & Co. KG Fürth
Altmühltaler Mineralbrunnen GmbH	F. HOFFMANN-LA ROCH AG Schweiz	LKA Brandenburg	Roche Diagnostics Penzberg	Valio Ltd. Finnland
Amcors Belgium	Finanzministerium NRW	LKA Kiel	Roche Diagnostics Graz	Verteidigungsministerium
AREVA NP GmbH	FHNW Nordwestschweiz	LKA Schleswig-Holstein	Saueressig GmbH + Co. KG	Frankreich
Athlon Car Lease Germany	FRoSTA AG	LKW WALTER AG Österreich	Sauerstoffwerk Friedrichshafen	Volkswagen AG Wolfsburg
Avery Dennison Zweckform GmbH	Gegenbauer Holding AG	Lohmann und Rauscher GmbH	Schindler	VR NetWorld GmbH
AVU Gevelsberg	GKFL Financial Services AG	MAN	Schönmackers	WAK GmbH Karlsruhe
BASF IT Services GmbH	geobra Brandstätter GmbH & Co. KG	Manor AG Schweiz	Seco Tools GmbH	WISAG
BAST	hünersdorff GmbH	Mercedes AMG GmbH	Sedus Stoll AG	WMF AG Geislingen
Bayrischer Rundfunk München	ibau GmbH	Messe München GmbH	Sick AG	T-Systems Schweiz AG
Berger Bau GmbH	IREKS	Mediathek Austria	SÜWAG Kundenservice GmbH	Universitätsklinikum Jena
Boy cet Cie Agence	Kassenärztliche Vereinigung Hannover	Mühlbauer AG	swisswindos AG Schweiz	UVEX GmbH
Brother International GmbH	Klingel Versand	NEC Deutschland	Stadtwerke Ulm	
Buderus Gießerei Wetzlar GmbH	Lapp Service GmbH	Novabase IMS Portugal	Stadt Rotterdam	
Bundesarchiv Deutschland	LDS (Landesverband Nordrhein Westfalen)	Otto	tegos GmbH	
Charité Berlin	Kadaster Apeldoorn	Papierfabrik August Koehler	TelDaFax Services GmbH	
Cinesite (Audio/Video)	KarstadtQuelle Bank (KQB)	Pensionskasse Zürich	Temmler Werke GmbH	
DKBB (Dt. kath. Blindenbücher)	Kia Motors Deutschland GmbH	Pharmaserv GmbH & Co. KG	Teraport (M+W Zander)	
DVGW e.V. Bonn	Lapp Services	Playmobil	Tiroler Röhren und Metallwerke	
DWP Bank	L`Oréal Karlsruhe	Polizei Sachsen	Tirus International AG	
	LBM Rheinland Pfalz	Porvenir Columbia	Th. Geyer GmbH	
	LKA Baden-Württemberg	Profil Verbindungstechnik GmbH & Co. KG	Tipp24 AG London	
			Tönsmeier	

FILELOCK – „Simplify Compliance“

Product Highlights:

- easy to use
- hardware- independent
- flexible
- scalable
- cost effective
- compliant
- internal compliant replication

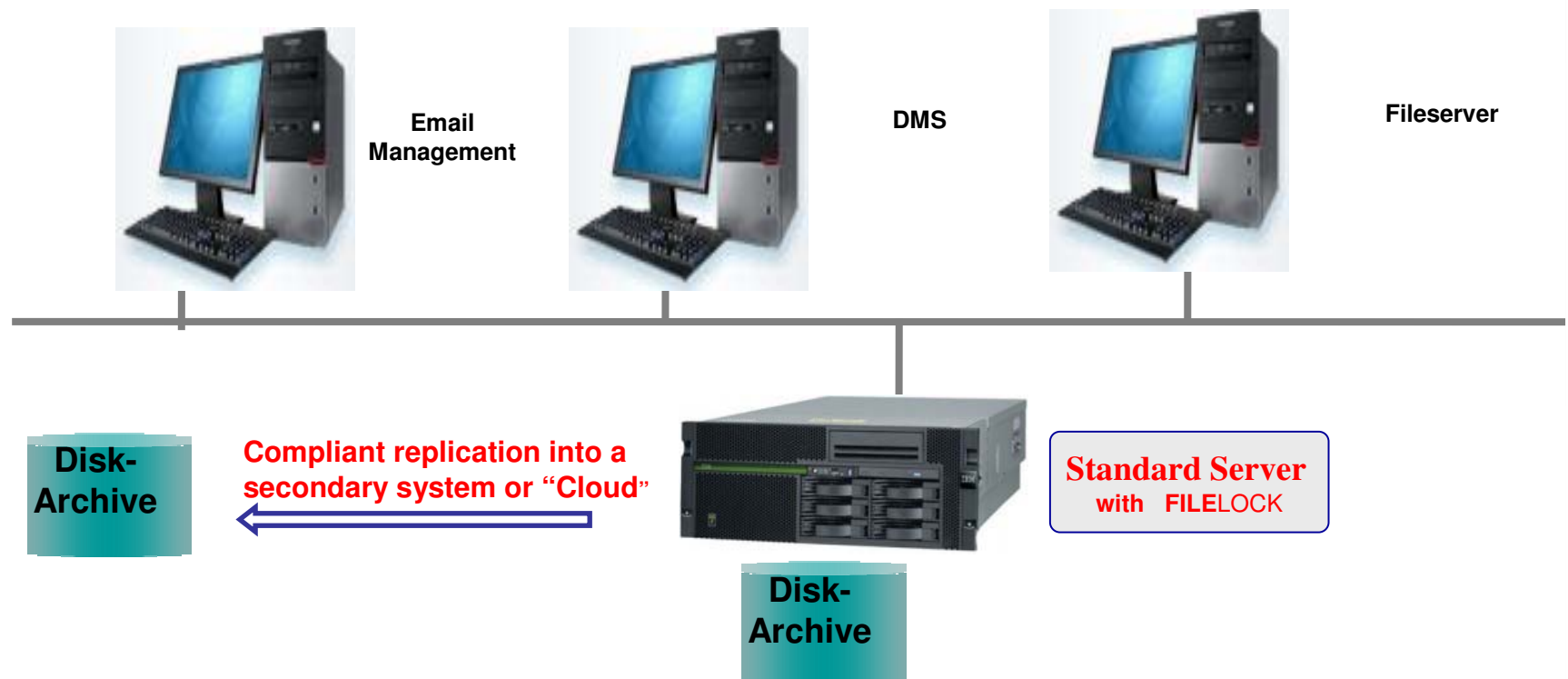
Archiving software on standard disk systems

>> perfect for Jukebox replacement



Integration into customer environment

- FILELOCK can be installed on a virtual or real machines.
- Easy to install and use. No special skills required.
- The worm volume is simply an additional volume.



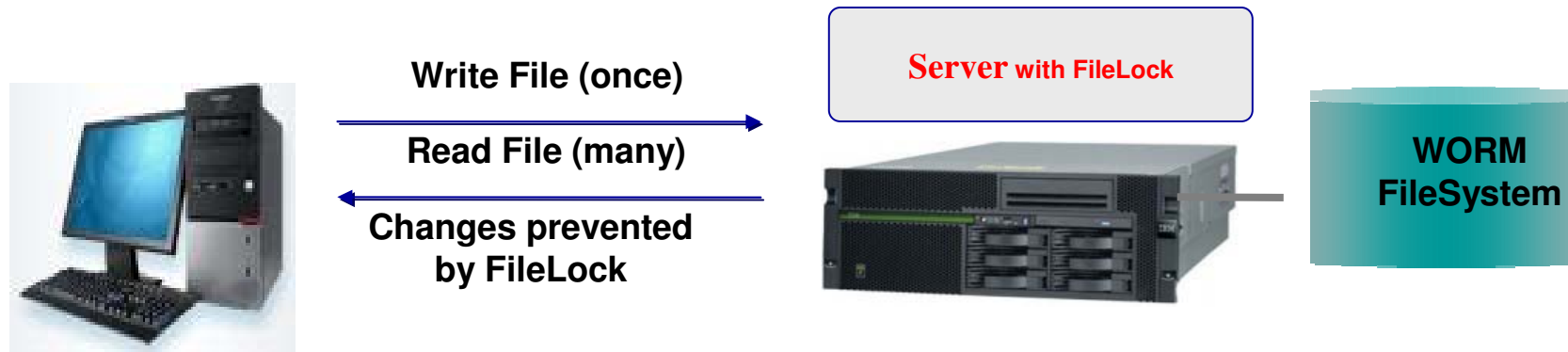
FILELOCK - How does it work

WORM – volume looks like any standard NTFS- Volume

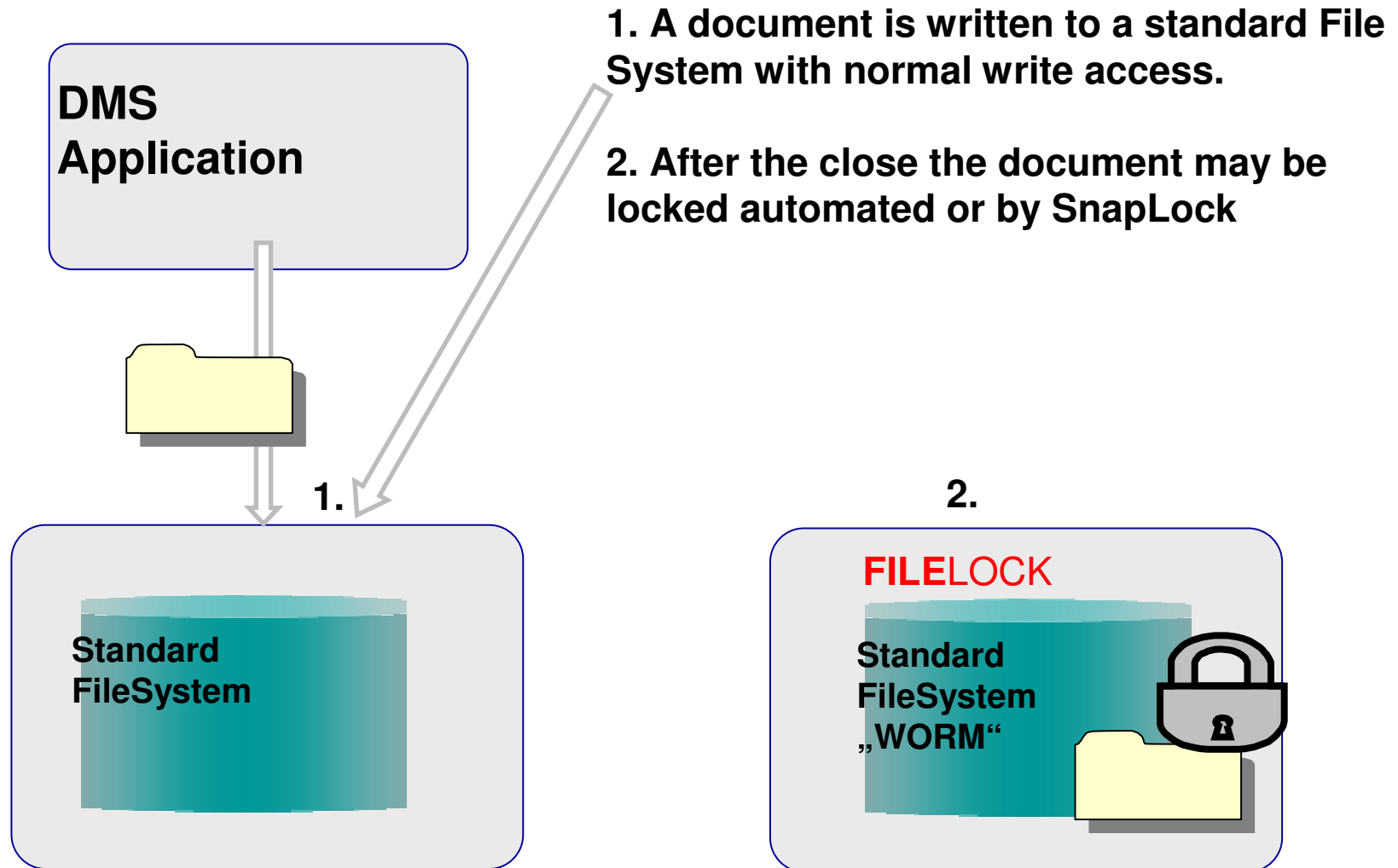
All operations are done via standard file system access

- **Copy to / from**
- **Open; Close; Read; Write**

When a “close“ is done, data may be set to WORM in an automated way or through an API (SnapLock from NettApp)



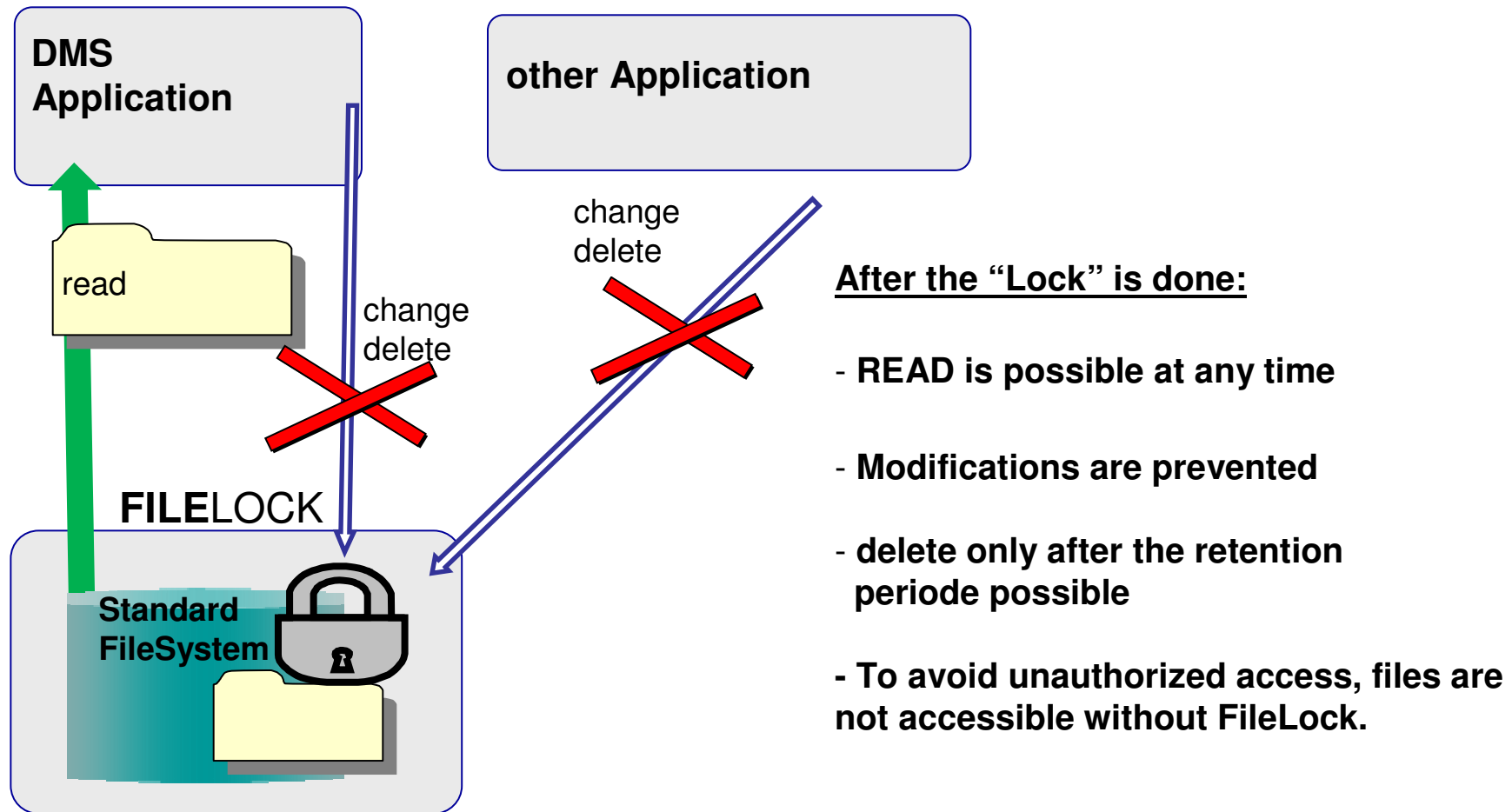
FILELOCK - How does it work



1. A document is written to a standard File System with normal write access.

2. After the close the document may be locked automated or by SnapLock

FILELOCK - How does it work



FILELOCK Features

- **Files are written with standard File System operations**
- **Files are WORM locked following predefined policies**
 - **Policies may be assigned on the root directory or on 1st directory level**
 - **File retention may be directory based or file based (single file retention)**
 - **Directory based retention is always set automatically by a policy**
 - **Single file retention may be set automatically (autocommit) or by application interface**
 - **This interface may be SnapLock (from Netapp) or customer specific API.**

FILELOCK Feature

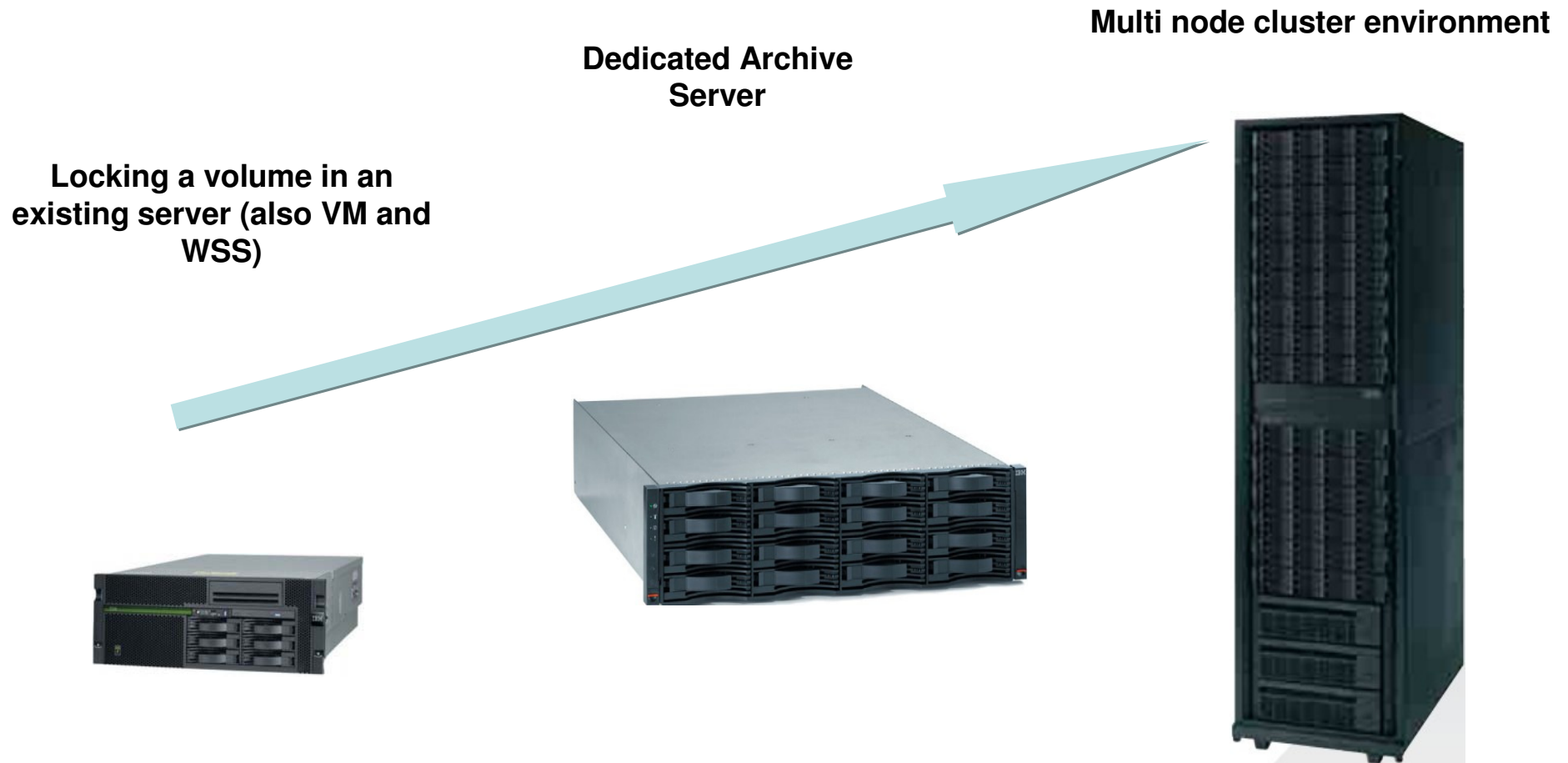
- **“Compliant Replication”:**
for multiple compliant online - copies
- **“Compliant Backup”:**
Support for creating a compliant backup
- **Litigation Hold (next release)**
f.ex. the deletion is prevented in pending litigation
- **Privileged Delete (next release)**
Special right to delete protected documents before “ the end of life”.

Supported Platforms

- **Every block based storage devices (SAN; SCSI; iSCSI; ATA; SATA; FATA) (NAS: WSS based)**
- **All brands are supported (f.ex. HP, DELL, IBM, HDS, EMC and others.)**
- **OS: Windows, WSS, VMware**
- **“Cloud ready “ f.ex. second copy in a “ Trusted Cloud”**



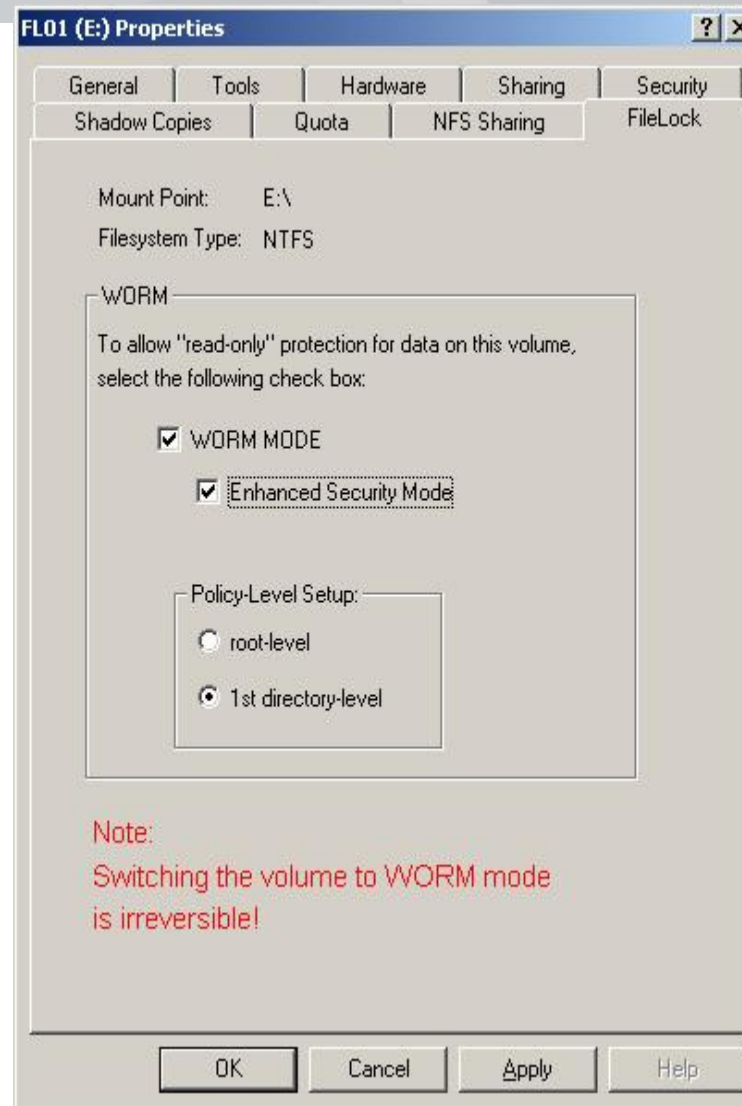
Scalability of FILELOCK



Customer Benefits of **FILELOCK**

- **Investment protection by use of existing hardware infrastructure
(Server, Disk, SAN)**
- **Very simple installation and administration (only 2 config screens)**
- **Seamless integration in existing software environments
(f.ex. Backup; Snapshot; Accounting; Virus Scanners)**
- **Simple and cost effective migration of Jukebox data over file system.**
- **Hardware independent**

FILELOCK – Configuration screen 1



FILELOCK – Configuration screen 2

groups Properties

General | Sharing | Security | Customize | NFS Sharing | FileLock

Folder: K:\groups

FileLock Standard Mode

FIXPERIOD days

INFINITE

AUTOCOMMIT DELAY sec.

Snaplock Functionality Mode

MINIMUM RETENTION days

DEFAULT RETENTION days

MAXIMUM RETENTION days

AutoCommit

AUTOCOMMIT DELAY sec.

OK Cancel Apply Help

The Final Destination of Your Data

www.graudata.com

