H.A. Clusters™ for SCO from LAKEVIEW TECHNOLOGY

SCO GROWS YOUR BUSINESS SCO

Working Together

SCO FORUM
THE LEGEND CONTINUES
2005

How High Availability Will Protect Customer Environments, and Add Value to Your Sale

LAKEVIEW
TECHNOLOGY

SCO®

Agenda

- Who is Lakeview Technology?
- How High Availability benefits users, and creates demand for partner value added products and services?
- Why market High Availability?

Introduction

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LAKEVIEW TECHNOLOGY

Rick McNees

Vice President Marketing
& Business Development

Headquarters: Oak Brook Terrace, IL

Worldwide Offices:

Rochester, MN **Burlington, MA**
Waltham, MA **Leuven, Belgium**
Hong Kong, SAR China

Established Market Leader

- Founded in 1990
- Global organization
- Leader in availability solutions
- 3000+ customers worldwide

Financial Strength and Stability

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Fifteen Years of....

- Continuous Innovation
- Operational Excellence
- Consistent Profitability
- Financial Stability - Strong Revenue Growth, Zero Debt

Availability Is Our Business

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We offer:

High Availability & Disaster Recovery Solutions

Information Sharing Solutions

Network Optimization Solutions

Consulting & Training Services

Infrastructure Software
for the Information Enterprise

LAKEVIEW TECHNOLOGY

Availability Market Leader

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Customers Worldwide

Across all industries

Across leading applications

Across all geographies

- 70 countries
- 200 major business centers

Across all company sizes
– SMB to Enterprise

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Key Information Availability Concepts

High Availability

Generally regarded as greater than 99.9% uptime per year (.1% downtime from all causes, planned or unplanned)

Recovery Time Objective (RTO)

The maximum length of time your business can tolerate applications or servers being unavailable (down)

Recovery Point Objective (RPO)

The maximum acceptable data loss resulting from a downtime event, expressed as a quantity of transactions or as a point in time. A ‘roll-back’ point

Cost of Downtime

Tangible and intangible costs associated with data loss and system / application unavailability.

Consider the True Total Costs of Downtime:

- **Lost revenues**
- **Idled employees**
- **IT employee productivity loss**
- **Lost or spoiled inventory, manufacturing process recovery / rebalancing**
- **Fines, fees and / or compensatory payments against SLAs and compliance obligations**
- **Sales and marketing efforts to recover revenues, lost customer loyalty, reputation and / or goodwill**

How High is High?

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Compare:

Fault Tolerant
Minimum of 99.999% uptime
= 5 minutes/year downtime

High Availability
Minimum of 99.9% uptime
= 8.7 hours/year downtime

Conventional “Reliable” System:
99% uptime = 87 Hours (3.5 days)/year expected downtime

About Clustering

Cluster: A collection of interconnected servers

- Cooperating independent systems ('Nodes')
- Loosely coupled, mutual monitoring of operational status
- Appear to users as a single system
- Shared data / Partitioned data

Failover: Automated switching of application processing from a failed server to its alternate server within the cluster

Key Clustering Solution Requirements: Speed/accuracy of fault recognition, speed and transparency of failover

Who Needs High Availability Clustering?

High Availability Clustering is for any business that relies upon its information systems for continuous operations

High Availability Clustering is protection against downtime for:

- Database Servers
- Data Mart/Data Warehouse Servers
- Business Critical Application Servers
- Intranet Web-Application Servers
- Corporate Internet Web Servers

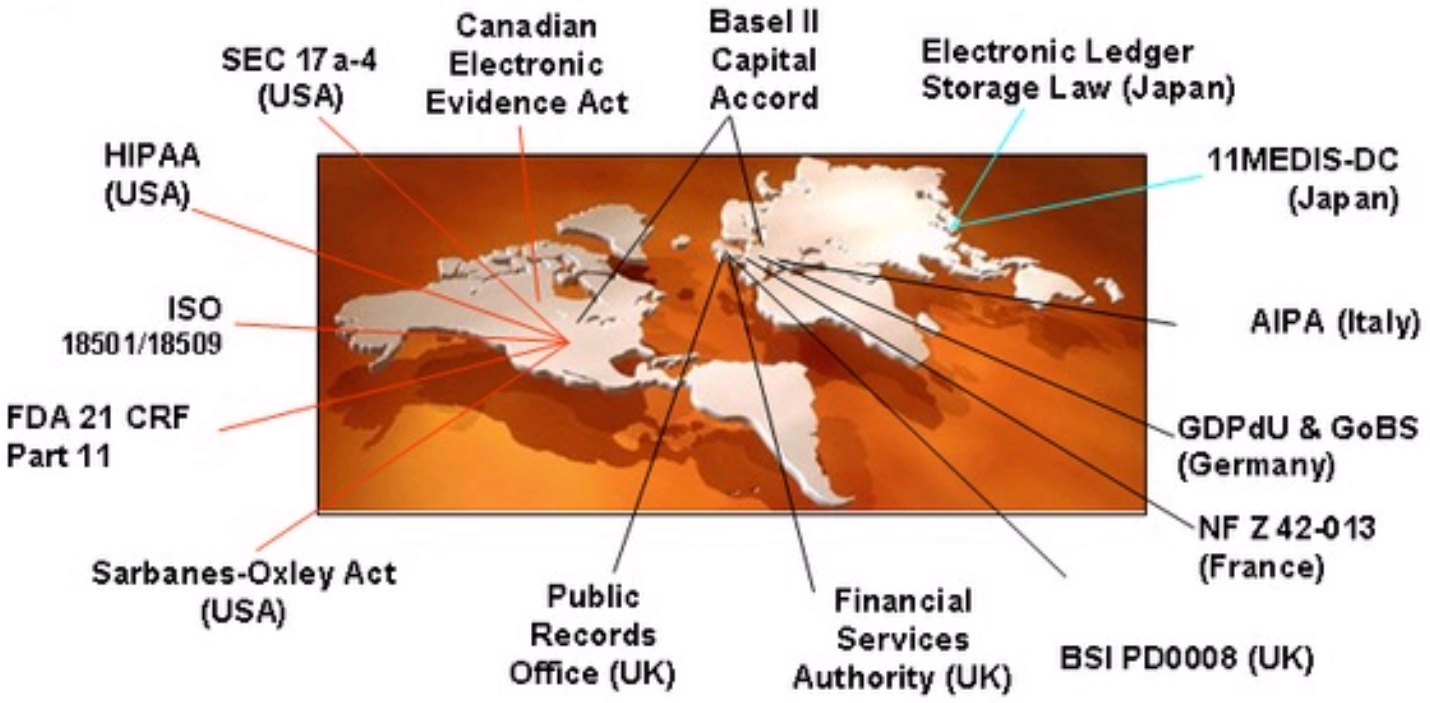
Value of High-Availability Clustering

Protect Your Business Against Downtime

- Eliminate Unplanned Downtime
  - Instantly fail over when server goes down due to:
    - Hardware or software failure
    - Human error
- Reduce Planned Downtime
  - Switch workload to another node to minimize application downtime
  - Scheduled maintenance
    - Hardware upgrades and replacement
    - Software upgrades and fixes

Value of High-Availability Clustering

High Availability Clustering helps achieve compliance for HIPAA, Sarbanes-Oxley, Basel II, 21 CFR Part 11, etc.



Information Availability Solutions for SCO

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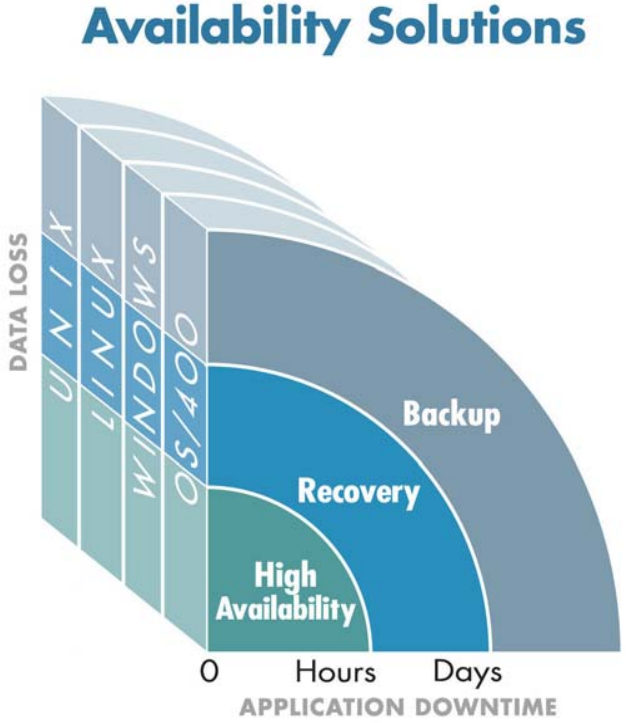
Announcing H.A. Clusters for SCO OpenServer 6

H.A. Clusters™

SCO® OpenServer™
RELEASE 6



And Continued Support for:

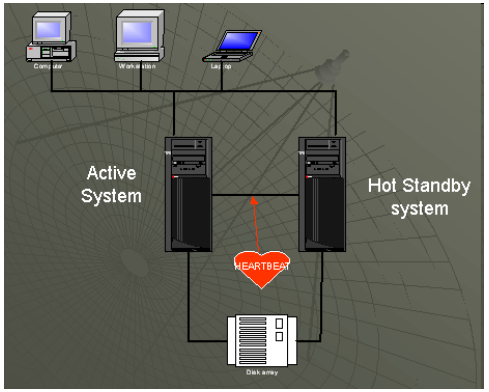
Open Server 5.0.0 / 5.0.5
Unix Ware 7.1.4 & 7.1.3

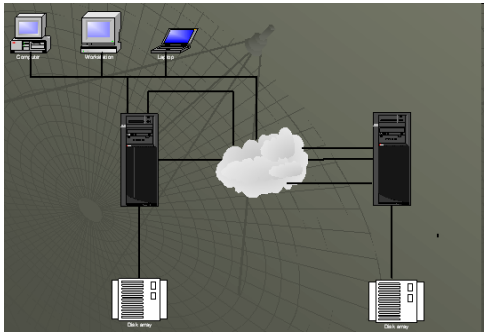
H.A. Clusters provides:

- High-Availability
  - For automatic failover of applications / services in cases of failure
  - For controlled, transparent switching to alternate node(s) for planned events
- High-Performance
  - Achieve workload distribution / parallelism

H.A. Clusters High Availability Clustering for SCO OpenServer & Unix Ware

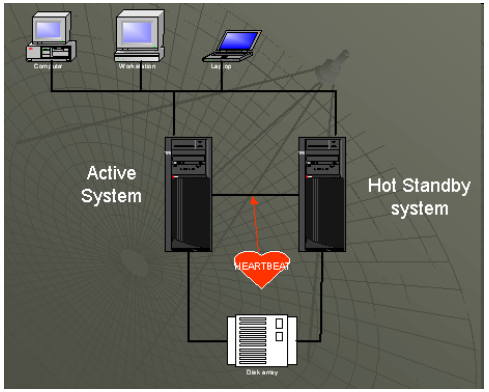
- Achieving 99.999 % uptime
- Fastest HA Cluster: Systems failure detection in as little as fraction of a second!
- Fastest Restore Time: 2 Seconds← → 2 Minutes
- Shared Disk or Replicated Disk support for data redundancy
- Redundant Ethernet network heartbeat support

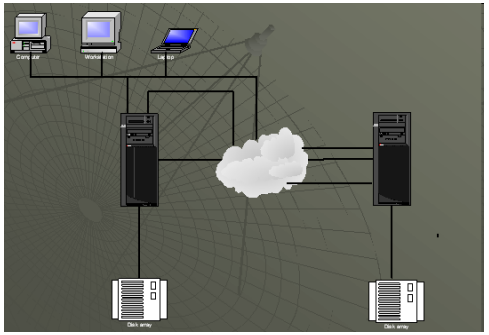




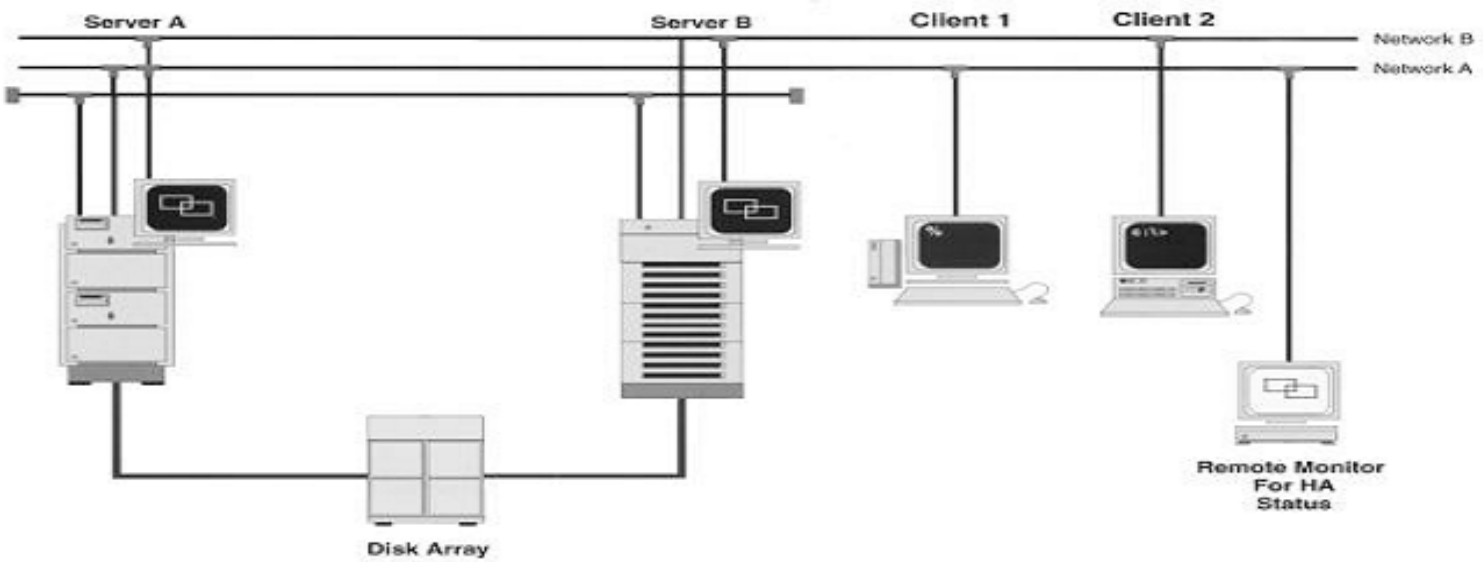
H.A. Clusters High Availability Clustering for SCO OpenServer & Unix Ware

- Programmable API for application diagnostic support
- GUI management screens with local or remote browser support
- Supports most applications and/or databases
- Up to 4 servers in a cluster with up to 5 jobs/applications per server



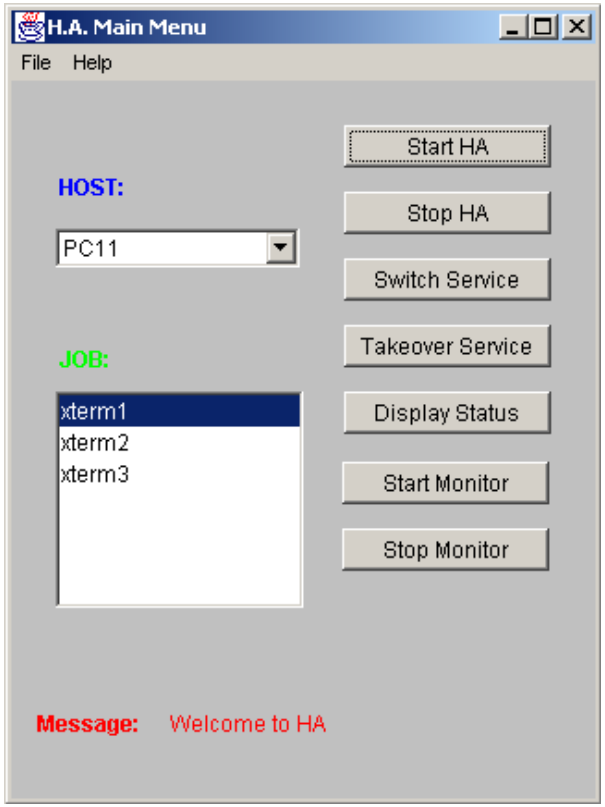


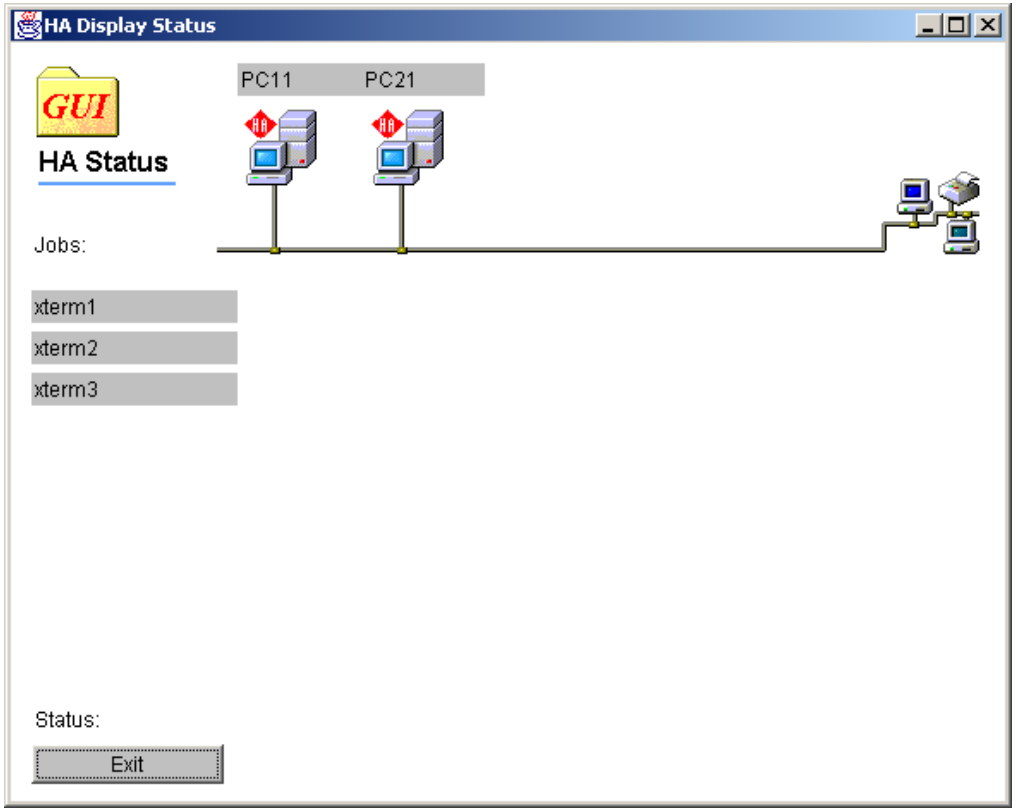
Easy, Straightforward Configuration



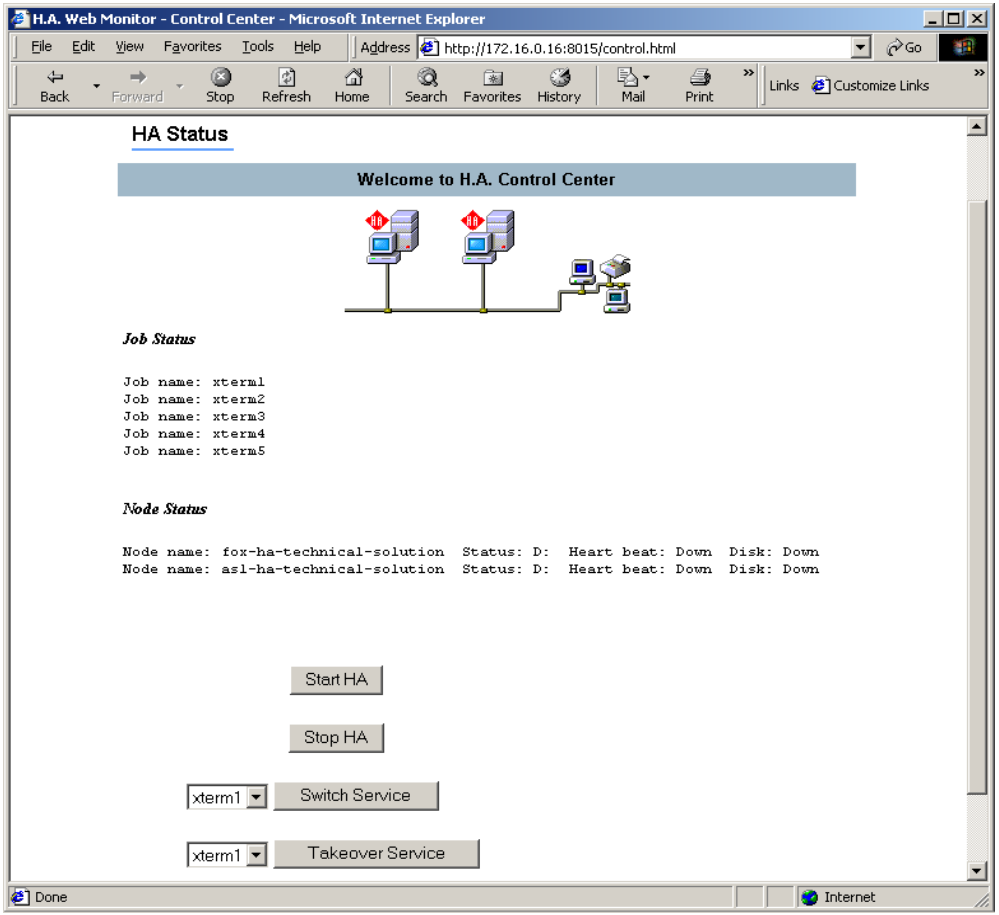
- A disk array attached to both servers so that data is available even when a job is failed over to another server.
- A heartbeat connection for H.A. Clusters to monitor both servers so that;
  - Server B can function as a standby or backup for server A or,
  - Server A can function as a standby or backup for server B or,
  - Each of the two servers can function as a standby server for the other server.

Intuitive, Direct Administrative Control





Web-Accessible and xWindow Interfaces



Working Together

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Information Availability Solutions for SCO

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Market Presence: Nearing sales of 1,000 Licenses for H.A. Clusters for SCO O/S

Industries: Banking / Healthcare Financial Services / Government Manufacturing / Distribution Retail / Hospitality & Gaming

Business Scale: SMB – Mid-Market – Enterprise Offerings

New Relationship, New Opportunities

Provide HA Cluster based solutions

- Leverage current market wave
- Differentiate your solution offering
- Gain competitive advantage
- Incremental revenue per sale
- Sell value added services
- Up-sell, cross-sell existing installed base
- Open up new markets

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Partnering for Success

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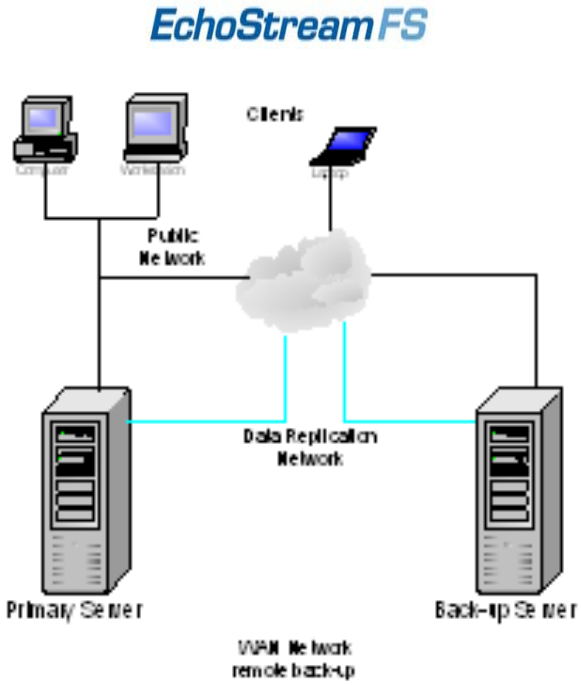
Client: County of York, PA

Business Need: Data Replication, Disaster Recovery & High Availability for County Government Information



Solution Profile:

SCO: Unix Ware & Open Server

Lakeview: H.A. Clusters & EchoStream FS

SCO Reseller: ASK technologies, inc.

H.A. Clusters™

Information Availability Solutions for SCO

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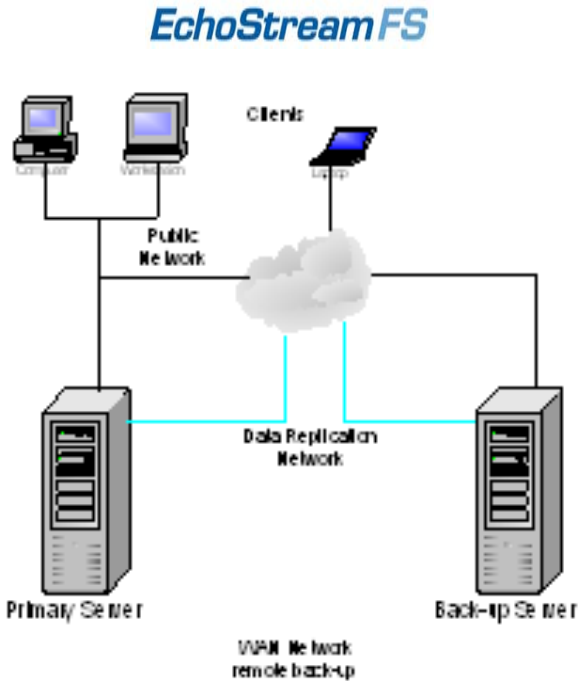
Client: Ohio Court System

Business Need: Protect Critical Court Records with a Replication Based High Availability & Disaster Recovery solution in the event of a Server Outage or Loss.



Solution Profile:

SCO: Unix Ware & Open Server

Lakeview: H.A. Clusters & EchoStream FS

SCO Reseller: Henschen & Associates Government Software Specialists

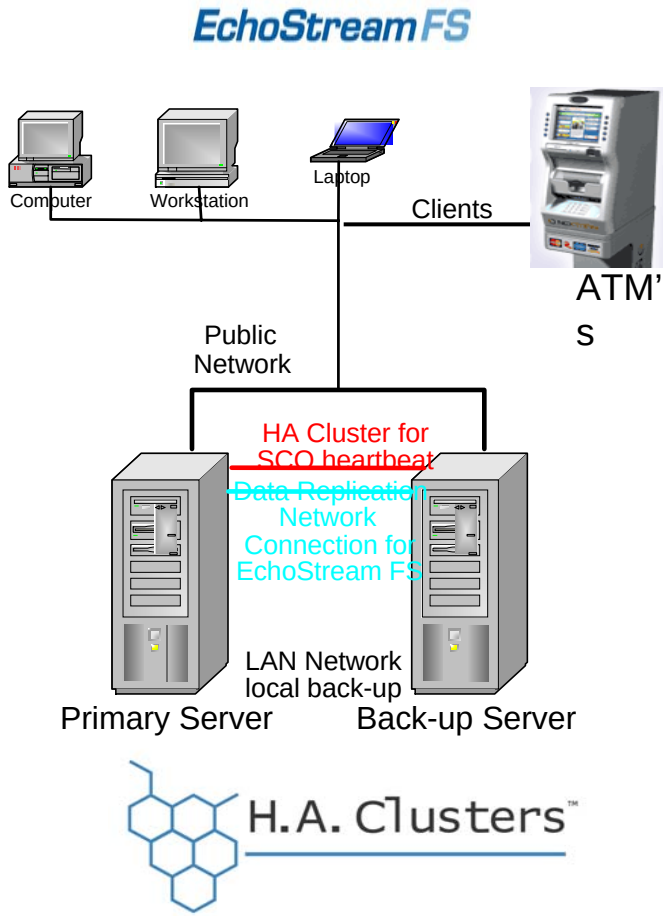
H.A. Clusters™

Information Availability Solutions for SCO

KFCC Bank

Client: KFCC Bank
(1300 locations)

Business Need: Enable 24x7 highly available ATM & Internet account access across 1,300 locations and provide data protection, redundancy & Disaster Recovery.



Solution Profile:

SCO: Open Server

Lakeview: H.A. Clusters & EchoStream FS

Thank You !

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