

# ATTO Provides Mac® Connectivity for IBM® System Storage™

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## Highlights:

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### ■ **Opportunities:**

- Current customers previously unable to connect their Mac servers
- Mac environments that require many workstations to share a pool of high-end managed storage
- Mac environments that require high-availability and high-performance Fibre Channel connectivity
- Mac environments that require the enhanced management features offered by the IBM System Storage

### ■ **Target Industries:**

Environments in which Mac or mixed operating systems (Mac/Windows/Linux) share a pool of data.

- Media
- Medical Imaging
- Surveillance
- Content Creation (video production, graphic arts, 3D imaging & rendering)
- Education (content creation, modeling, imaging)
- Government & Scientific (modeling, imaging)
- SMB/Enterprise (media creation, collaboration, virtualization)

### ■ **Potential Customer Qualifications:**

- Do you have Mac workstations (local or remote) that could benefit from shared storage?
- Would a pooled storage environment improve your Mac workflow efficiency?
- Would you like to improve availability and performance to your Mac storage?
- Do you require continued access to your Mac storage?
- How do you currently share data with heterogeneous environments (if at all)?

Apple-based storage solutions are evolving into more sophisticated, high-end configurations requiring multiple users to share access to large amounts of data while maintaining the high-throughput performance rates required for the rich media and content applications they serve. With multiple host workstations sharing the same “pool” of storage, manageability, sustained throughput performance, minimal latency, and most importantly – a highly available redundant storage system—are all critical design considerations.

### Solution Overview

ATTO and IBM have worked together to provide a sales solution into the Mac market. ATTO has developed a multipathing driver (failover and load balancing) for the Mac OS to provide high availability and high performance connectivity to IBM System Storage DS3/4/5000 series using ATTO’s Celerity line of dual and quad port 8-Gb Fibre Channel host adapters. Users can now connect Apple servers and workstations to the IBM System Storage DS3/4/5000 series. This is also a heterogeneous solution allowing Macs to connect to storage in the same SAN with Windows and Linux servers using the Quantum StorNext File System.

ATTO Technology has been developing storage connectivity solutions for the Mac market for 20 years and has a well established brand recognition in this market. The ATTO attach rate with Mac in the video market is around 88%. The ability to connect Mac servers and workstations to storage systems unveils sales opportunities in new and existing installations. The customized ATTO multipathing driver is not generally available to all storage vendors, providing IBM with a competitive market advantage.

The Mac OS will not recognize most dual active RAID controller storage systems. To capitalize on this open market, ATTO has developed a set of drivers specifically for IBM that enables LUNs to be recognized from both controllers in the IBM System Storage DS3/4/5000 series. Combined with enhanced management features in the IBM storage system, IBM can offer a unique advantage for Mac customers requiring a high-end storage solution with dynamic functionality and flexibility.

### Customer Pain Points / Solutions

**Multiple Mac environment that needs to share a pool of storage to improve workflow**

- The ATTO multipathing drivers allow Mac users to pool, share and centrally manage storage resources for improved storage utilization, scalability and work flows.

**Need high availability connection from Macs to storage for 24x7 up time**

- The ATTO HBA Multipathing driver supports up to four paths to IBM storage system. Combined with the high availability features of the IBM storage, users are assured to have a constant access to their data.

**Need higher performance to maintain productivity.**

- The IBM System Storage DS3/4/5000 series provide excellent performance. In addition, the ATTO multipathing driver allows for load balancing across Fibre Channel links to the storage system. With this feature, data I/O is distributed across up to four Fibre Channel links, effectively increasing the performance 4X to a storage system LUN.

**Featured Products**

**ATTO Products**

The following ATTO Celerity Fibre Channel host adapters are qualified with IBM:

- FC-82EN: 8-Gb FC, dual channel PCIe 2.0
- FC-84EN: 8-Gb FC, quad channel PCIe 2.0

**IBM System Storage**

- IBM DS3400 System Storage
- IBM DS4700 Express System Storage
- IBM DS5100/5300 System Storage
- IBM DS5020 System Storage

**Competition within Mac Market**

Apple currently recommends the Promise VTrak RAID for 4-Gb Fibre Channel storage. This is a dual active controller, but is intended for small to mid-end installations. It lacks many of the high-end features Mac customers require, which ATTO and the IBM System Storage storage systems provide.

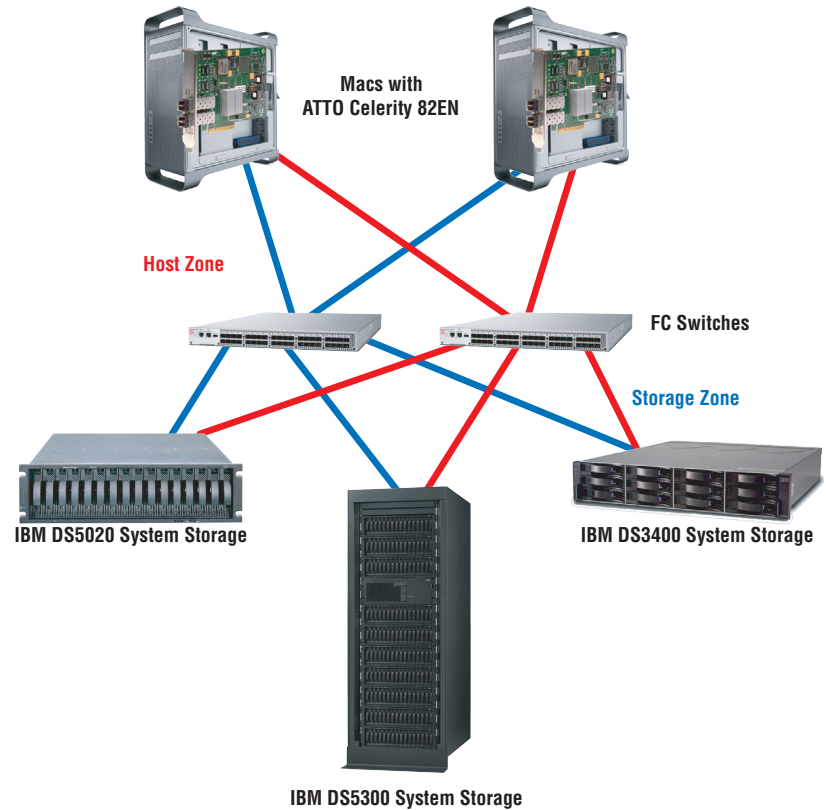
**For more information**

IBM System Storage information can be found here at:

[www.IBMDSSeries.com](http://www.IBMDSSeries.com)

ATTO information can be found at:

[www.attotech.com/solutions/ibm](http://www.attotech.com/solutions/ibm)



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