

## iland Replication-as-a-Service (RaaS) for Dell EqualLogic SAN

### FAQs

#### What is iland Replication-as-a-Service (RaaS) for Dell EqualLogic SAN?

It is a simple, affordable replication service that takes advantage of the data protection features that are already built into your Dell EqualLogic storage array. The annual service includes an IPSec VPN, unlimited cloud bandwidth, and replication of up to 2TBs of storage. Additional storage is available in 1 TB increments.

#### Who is it for?

Any Dell EqualLogic customer that wishes to protect their data by backing it up in the cloud.

#### How will it benefit my organization?

- Protects your most critical assets without purchasing additional software, hardware, and colocation space
- Manages your array and replication from a single pain of glass with Dell SAN HQ
- Allows for efficient and complete control of jobs through the use of volume-based scheduling
- Mitigates risk because it protects an entire source server, including the operating system and installed applications
- Delivers faster replication because it transmits only the blocks that have changed
- Recovers data through reverse replication if a local failure occurs

#### How does it work?

Once your Dell EqualLogic array is installed, the services team will assist in the remote setup of an IPSec VPN tunnel. This encrypted connection will enable secure replication from your array to delegated space on iland's EqualLogic farm. Once the connection is available and storage is allocated, replication can be configured via Dell EqualLogic SAN HQ Manager. Replication jobs can now be configured, monitored and modified with ease. Once the initial replication of a volume completes, only the changed blocks will be replicated during future jobs, reducing the amount of time and bandwidth necessary to protect your environment.

#### What happens if I have a local EqualLogic failure?

Depending on the severity of your local event, iland support personnel can assist in replicating the changed data or entire volumes back to your Dell EqualLogic array once it becomes available. If a total site failure occurs, iland can export and ship a copy of your replicated environment on physical media.

#### How should volumes be set up?

Since EqualLogic replication is configured on a per volume basis, iland suggests grouping virtual machines into volumes based on the priority in which you would like to replicate them. Additionally, to maximize the usage of delegated space, iland recommends sizing 1 or 2 TB volumes in a manner that prevents large percentages of unused storage capacity per volume.

### Who is iland?

iland, a Premier Dell Partner and VMware's Cloud Partner of the Year 2010-2012, is a global provider of cloud infrastructure services that are built on Dell technologies. iland defined the virtual disaster recovery market over five years ago and provides innovative cloud hosting services for business critical applications, and development and testing environments.

### Are there any additional services that can be provided?

Yes – iland can provide a managed cloud-based disaster recovery solution for customers replicating VMware-based virtual machines.

### How secure is it?

To ensure the highest levels of security, iland requires that all replication occurs over encrypted IPSec-based VPN tunnels to delegated space which is only accessed through a group relationship that is created by Dell EqualLogic SAN HQ. Replication services are delivered from SSAE 16 certified datacenters which also deliver PCI, HIPAA, and ITAR compliant services.

### What do I have to do to set it up?

The iland team will assist in the setup of an IPSec VPN. Once the VPN is created, customers can select volumes from Dell EqualLogic's SAN HQ manager and follow a wizard driven process to enable, monitor, and modify replication tasks. It's that simple.

### How long does it take to setup?

Once your local Dell EqualLogic storage array is installed, the average deployment time is 2 weeks. During the deployment, our team will assist in the setup of a VPN to ensure a secure peer relationship is established with an iland EqualLogic array with delegated storage space based on your protection requirements. Once the secure connection is established you will have the ability to setup and manage your replication jobs from within Dell SAN HQ.

### If I want to add additional storage, how do I do that?

Please contact your iland project manager.