tapestry™ 300r

Capacity
- 300GB

Read/Write
- transfer rate - 20MBps or 160 Mbps
- avg exposure per page - 1 millisecond
- avg seek time - 250 ms
- bit error rate (BER) <10⁻¹⁵
- sequential writes / random reads
- 2GB buffer

Form factor
- W:5.75”, H:4.875”, L:27.5”

Operational Characteristics
- looks like a drive letter
- drag and drop capabilities
- emulates MO WORM, LTO Tape
- interfaces:
  - SCSI Parallel (160/320) – High Density, 68 pin
  - Fibre Channel – 4 Gbps Optical
  - Gig-E
  - Serial Attached SCSI (SAS)
Archive Target Markets

#1 Intro Priorities

Professional Video
- Acquisition
- Post-production
- Digital Intermedia
- Digital Asset Mngment
- Deep Archive

Government
- Space Imagery
- National Archives
- Copyright Archives
- Surveillance & security
- Regulatory Compliance

Health Sciences
- X-rays, MRIs
- Surgical procedures
- Pharmaceutical trials
- Patient Records
- Regulatory Compliance

IT
- Regulatory Compliance
- Email archive
- Check imaging
- Insurance claims
- Weather Models
- Seismic Data

Customer Profile: Content is Revenue Generating Asset
Acquisition is Expensive
Value of Data Increases as it Ages
Archive expectations are “Forever”
Today’s Digital Archive Choices

Tape - de facto commercial solution
- **pros:** high capacity and transfer rate, data off-line
- **cons:** media reliability, maintenance costs, time to data; data off-line; rewritable format
  - **InPhase:**
    - Competitive enough with capacity and transfer rate;
    - Much better media archive life with +50 yrs vs. 7 yrs; tapes older than 1yr should not be used for archive
    - >20 million read passes tested vs 250 max recommendation
    - Millisecond access to data vs. minutes allows customers to have petabytes of data available
    - True WORM format solves problems of accidental data erasure

Optical - the consumer solution
- **pros:** low cost, acceptable archive life; true WORM format
- **cons:** low capacity and transfer rate; low quality media
  - **InPhase:**
    - 6 times higher capacity than the latest high capacity optical formats
    - 5 times faster transfer rates
    - Media simplicity with a solid 1.5 mm of recording material vs. multi-layer, dual-sided formats

Hard Drives - gaining
- **pros:** high capacity and transfer rate, low device cost, fast data access
- **cons:** power consumption, device reliability; no WORM format; not viable long term archive format
  - **InPhase:**
    - Greatly reduced power consumption because thousands of pieces of media require no power
    - Device warranted to maximum of 5 years then data must be migrated versus 50 year media life with holographic
    - WORM media protects data from unintended erasure or destruction
    - Millisecond access to data in library makes Petabyte archives affordable
Total Addressable Market

Millions of Drives

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2007</th>
<th>2009</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optical Drives</td>
<td>1.8</td>
<td>1.365</td>
<td>1.948</td>
<td>7.544</td>
</tr>
<tr>
<td>VTR</td>
<td>0.2</td>
<td>0.175</td>
<td>0.15</td>
<td>0.125</td>
</tr>
<tr>
<td>Tape Drives</td>
<td>0.588</td>
<td>0.549</td>
<td>0.524</td>
<td>0.489</td>
</tr>
</tbody>
</table>

Millions of Media

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2007</th>
<th>2009</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optical Media</td>
<td>0.2</td>
<td>5.4</td>
<td>11.7</td>
<td>25.3</td>
</tr>
<tr>
<td>Video Tape</td>
<td>33.6</td>
<td>32.6</td>
<td>28.3</td>
<td>22.1</td>
</tr>
<tr>
<td>Data Tape</td>
<td>43.1</td>
<td>38.6</td>
<td>34.2</td>
<td>31.5</td>
</tr>
</tbody>
</table>

Source: IDC, U&S, mfgs
Roll-out Status

- Building DVT Units with CM Partner
- Units in Test; no Show Stoppers
- ISV Testing Underway:
  Avalon, Front Porch, Masstech, SGL, SAI, QStar, Pegasus
- Purchase Orders in House & more coming in
- Customer Service Provider on Board: ServRight
- Shipments to Strategic Accounts