

Seneca



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Uptime Assurance from Seneca and Stratus Technologies

Uptime assurance and preservation of critical data are key business requirements for many customers served by Seneca value-added resellers (VARs). Now, Seneca offers high-availability(HA) application-ready Nexlink® servers running Stratus Avance® HA software — for a fraction of the cost of HA clusters. With three distinct models to choose from, VARs get out-of-the-box uptime protection for their installed business applications — and virtualization capabilities at no additional cost.

"Seneca offers Avance high-availability software pre-loaded on select Nexlink models, so that VARs can deliver business applications with automated uptime assurance."

Chuck Orcutt
Manager, Nexlink Product Line
Seneca



Available for both Windows® and Linux® operating environments, HA solutions featuring Nexlink servers running Avance software enable VARs to:

- Improve profitability by creating new revenue streams and expanding their market base
- Deliver greater value and solution flexibility with an expanded product and service portfolio and enhanced HA value proposition
- Increase satisfaction and fulfill customer needs for highly available business solutions — with minimal upfront investment
- Provide an easy-to-use virtualization solution that enables users to configure robust virtual servers without the need for specialized training and certification

Instant, effortless uptime assurance

Avance software instantly transforms a pair of Intel® Xeon® processor-based Nexlink servers into a high-availability server platform. Reliability is assured because Avance software is the only high-availability solution certified to run on Intel hardware by the Intel Enabled Solutions Acceleration Alliance (ESAA).

Uptime. All the time.



Nexlink servers running Avance software deliver comprehensive uptime assurance — without costly, complex configurations

Seneca pre-loads Avance software onto Nexlink servers, offering VARs a high-availability solution right out of the box. And because Avance high availability requires no complex configuration, failover scripting, or application code changes, VARs simply install their business applications — for instant protection against downtime.

Highly automated, worry-free HA

In an Avance environment, applications run on the primary Nexlink server, while data is automatically and synchronously written to the second server in real time. Built-in self-monitoring capabilities detect, isolate, and handle system faults without operator intervention.

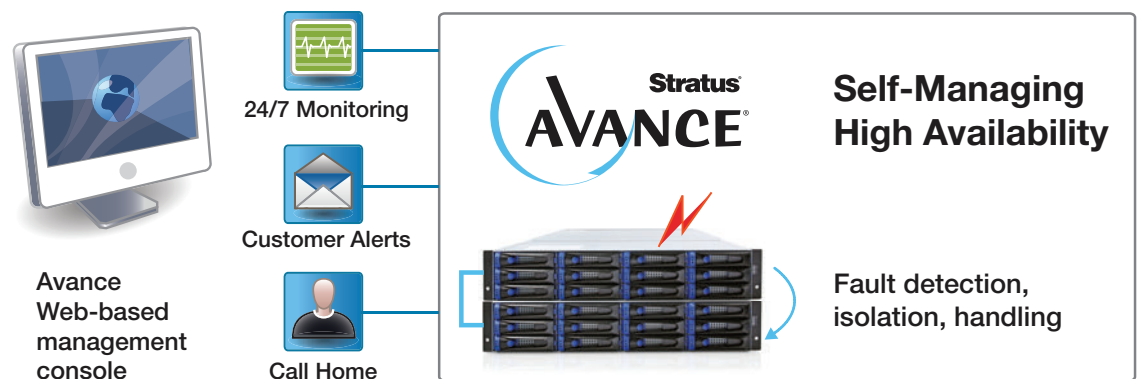
For example, if an application is at risk, Avance software seamlessly migrates it to the secondary server — without loss of processing or data — and issues an alert.

Once the problem is resolved, the software automatically returns the server to normal operations and synchronizes the two nodes.

By keeping applications running even when system faults occur, award-winning Avance software reduces downtime to less than one hour per year. This is achieved without the complex failover configurations or ongoing maintenance regimes that are typically required to deploy and maintain traditional HA clusters.

Avance software also permits applications to remain online during system upgrades and routine maintenance. Updates made to the primary server are automatically replicated to the secondary server — minimizing planned downtime and streamlining day-to-day solutions management.

Continuous 24/7 Monitoring and Protection for Nexlink Server Solutions



Avance software continuously monitors your Nexlink servers for more than 150 critical operating conditions. System health information is displayed on a Web-based management console, allowing the support team to remotely monitor and manage the system through an easy-to-use GUI interface.

Uptime. **All the time.**

Avance software eases the support burden by detecting and handling faults before they can cause an outage

Management and support features simplify operations

Designed for operational simplicity, Avance software continuously monitors the Nexlink servers, drives, fans, power supplies, and other system components for more than 150 critical operating conditions. System health information is displayed on a Web-based management console, allowing the VAR, or customer support team, to remotely monitor and manage the system through an easy-to-use GUI.

If Avance high availability detects a fault, it automatically notifies designated support personnel that can include the customer's on-site staff as well as VAR and Stratus support personnel. Detailed fault information indicates the type of fault and pinpoints its exact location. These unique technology-enabled features, coupled with 24/7 support services from Stratus, streamline maintenance processes and minimize business disruption.

In a split-site deployment, the server nodes can be separated up to three miles apart. Unlike traditional DR solutions that simply keep a copy of data in backup, your Avance solution continues to replicate data to the second location in real time.

"Easy to use, easy to sell Nexlink servers with Avance HA software are highly automated and include user-friendly management features."

Chuck Orcutt
Manager, Nexlink Product Line
Seneca

Support options offer incremental revenue opportunity

VARs have the option to add incremental revenue with Avance sales by assuming responsibility for first line software support. Remember, the automated fault handling, phone home, and online support technologies that make Avance software so appealing to customers also reduces support efforts and costs — further improving your profitability.

CHOICE OF THREE NEXLINK MODELS

Seneca offers three Nexlink models that can be sold with Avance software pre-loaded.

- **Nexlink IP-2UUR2625 server:** a 2U rackmount server designed for power-efficient data center applications in an enterprise environment.
- **Nexlink IP-2UUR2612 server:** a 2U rackmount server well-suited for applications with large storage needs or as a platform for virtualization.
- **Nexlink IP-5600HC2RP server:** a versatile pedestal server geared for applications ranging from multipurpose servers in small businesses to workgroup database servers and departmental exchange servers.

Each of these certified servers contains: a pair of Intel® Xeon® processors, up to 96 GB of DDR3 memory, and up to 12 SATA/SAS hard drives in a primary storage array.

Wizard-driven virtualization makes server consolidation simple and straightforward, ensuring 24/7 uptime for all applications

The most reliable, affordable uptime complete with built-in virtualization

Avance software eliminates the need for expensive storage area networks (SANs), replication licenses, and third-party monitoring software — making the total cost of ownership (TCO) of high-availability solutions featuring Nexlink servers and Avance software affordable for all budgets. By selecting these cost-effective high-availability solutions, VARs can offer SMBs and other customers tremendous benefits — such as ensuring healthcare providers have 24/7 access to reliable, up-to-date electronic health records.

This cost-effective alternative to clusters, also enables Seneca VARs, and their customers, to extend uptime assurance to virtualized solutions. Easy-to-configure virtualization is included with Avance software at no additional cost, enabling VARs to create new revenue streams and increase value for their customers — without investing in specialized training and certification.

Increased profitability with minimal upfront investment

Simple to set up and support, Nexlink servers running Avance software offer tremendous profit potential for Seneca VARs with customers that have high uptime or virtualization needs. With minimal training, VARs can deliver highly reliable, highly available business solutions that are easy to sell and cost-effective to operate and support. By adding HA protection and virtualization to their solution portfolios, Seneca VARs gain a competitive edge in the marketplace while enhancing their profitability.

Trusted brands combined with personalized attention

High-availability solutions from Seneca, featuring Nexlink servers running Avance software, offer the reliability of global brands, the assurance of Intel ESAA certification, and the personal touch of a trusted partner. VARs and their customers benefit from the quality and dependability of Intel hardware, the proven uptime assurance provided by Stratus, and Seneca's commitment to mutually productive long-term relationships with its partners.



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