



INNOVATION FOR IT DRIVEN CAMPUS

Most colleges and universities have invested their IT budget on applications and hardware. This commonly leads to the challenge of data management and the need to execute a backup and retrieval process. Many universities are joining an increasing number of campuses that deploy a disk-to-disk-to-tape strategy to protect their critical data from any disaster they could encounter. For many years, universities and colleges across the nation have chosen to deploy Sony Advanced Intelligent Tape™ (AIT) to play a critical role to backup and archive student information, campus data, and emails. The use of Sony email archiving solutions have helped screen potential issues or misuse of email accounts. No matter where the campuses are located they have continued to choose Sony AIT tape storage because of its cost efficiency and reliability.

Sony offers a range of tape drives, autoloaders, libraries and email archiving solutions with the performance, capacity and reliability you expect from a Sony solution. Since 1996, Sony has demonstrated a commitment to maintain product compatibility as the AIT lineup continues to advance. Many users have migrated into the AIT format with confidence knowing that AIT will match their growing business needs without the need to switch formats in the near future. Sony's AIT technological advancements have made it the top choice of many professionals. Protect your data and your organization with reliable, cost-effective Sony AIT solutions.



Increase data security

- AIT WORM media provides non-alterable data protection which assist with regulatory compliance efforts
- LCD/Panel Lockout improves security and integrity for controlling access to data tapes*
- Full featured Web-based remote management interface allowing the administrator to set password level security*
- Remote offsite setup – for a controlled physical access to the unit*



Improve efficiency and productivity

- Minimize user intervention – remote management interface allows configuration, maintenance, monitor operation, initiate diagnostics, and update firmware*
- Simplify and shorten backup in an usually labor intensive backup task
- Strengthen capabilities – Easy to manage & easy to recovery



Designed for Reliability

- Up to 400,000 hrs. MTBF at 100% duty cycle
- Dual-reel cartridge provides reliable media loading and unloading
- Helical Scan recording for optimal data accuracy
- Robust robotic picker on Sony automation product to ensure reliable and gentle cartridge handling

* Features available in autoloader and library products only

For more information please contact your Education Account Manager

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Sony AIT - Your Choice for Excellent Overall Value

- *Energy-efficient and space-saving design*
- *Flexible capacity and connectivity configurations*
- *Multi-level data security*
- *State-of-the-art drive and media technology*
- *Certified by major backup software ISVs*



For a full product listing of Sony AIT storage solutions and accessories visit www.sony.com/AIT



AIT DRIVES

(internal with multiple interfaces options or external configurations)



AIT drives are perfect for entry-level users learning fundamental backup and archival practices, or users currently performing backups or archival with other lower capacity tape products. Drives are available from 40 GB to 400 GB native (104 GB to 1.04 TB compressed*) configurations. Choose from SCSI, SATA, USB, ATAPI interfaces.



AIT LIBRARIES

(2U rack mount)

For greater capacity and higher performance, Sony AIT libraries offer up to 16 cartridge capacity, which means as much as 16.64TB1 of storage – and can support multiple drives for exceptionally fast data transfer rate. Libraries are available from 800 GB to 6.4 TB native (2.08 TB to 16.64 TB compressed*) configurations.



AIT AUTOLOADERS

(desktop or 1U rack mount)



Sony AIT autoloaders are ideal for entry-level automated backup for workgroup, department and offsite campus environments. With 8 cartridge capacities, the Sony AIT Autoloaders are available from 400 GB to 3.2 TB native (1.04 TB to 8.32 TB compressed*) configurations.



INTRADYN ARCHIVING SOLUTIONS

(Email archiving solution backed up by Sony AIT)



Intradyne email archiving appliances help comply with legal and regulatory requirements for records retention while also reducing the cost and complexity of archiving email. Sony offers affordable and extremely simple to use solutions that requires minimal integration and low to nearly no disruption to existing IT infrastructure. Solutions offered from the entry-level 500 GB capacity up to a 9.6 TB capacity packages.

* Compressed capacity using ADLC 2.6:1 compression

Promotions:

Education Discount Offer

Special discount available for education customers. Special 6% discount between 4/1/08 - 9/30/08 and 3% discount 10/1/08 - 3/31/09. [Contact your reseller for pricing.](#)

Go GREEN with Sony AIT

Between April 15, 2008 – September 30, 2008 get up to \$350.00 in discount toward the purchase of a Sony AIT tape storage solution. The purchase will qualify you the option to recycle your legacy tape storage equipment at no additional charge. Sony will cover the cost of shipping and disposal through our electronic waste recycling partner.

www.sony.com/GoGreenAIT

AIT-5 Special Bulk Packs

Between May 1, 2008 - September 30, 2008 education customers can purchase AIT-5 Special Bulk Packs

AITi1040SBP4 - 4 internal AIT-5 drives w/ media and equipment advance exchange warranty and backup software

AITe1040SBP4 - 4 external AIT-5 drives w/ media and equipment advance exchange warranty and backup software

Get up to 15% discount compared to purchasing 4 qty. AIT-5 drive individually. No registration required for discount.

[Contact your reseller for pricing.](#)

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