THE CLIPPER GROUP
Captain's Log™
Navigating Information Technology Horizons℠
Published Since 2001 Report #TCG2005007 February 14, 2005

LiveVault Adds a Local Incarnation

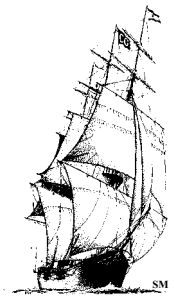
Analyst: Anne MacFarland

After you optimize the process of replication, rapid recoverability of data becomes a matter of theVolume of data to be recovered, the distance it must travel, and the quality of the connection. It is like the stopping distance of a car - determined by its mass and velocity and by the quality (iciness, for instance) of the road. For five years, LiveVault Corporation, of Marlborough, MA, has offered a backup and recovery service over distance for *Windows* and *Linux* environments, focusing on the coalescence of data needed for rapid recovery. Its enterprise customers continue to ask for faster, faster, and faster data restoration. The quality-of-connection piece of the equation is often a matter of external limitations and internal budgeting, something enterprises do not wish to increase. Nevertheless, ways to reduce the amount of data to be restored, and to reduce the distance that it must travel, are addressable by technology. LiveVault's new *TurboRestore* appliance, offered as part of LiveVault's remote vaulting solutions, does both.

TurboRestore is a simple one U (1 ¾") box of SATA disks, configured redundantly, that can sit on a desk or in a rack. Plug in the power and hook it to your LAN, and the LiveVault agents will recognize it and replicate to it as the first hop of their remote vaulting. It is a cheap, lightweight, comforting, local copy of business data that accelerates the restoration process by its locality. Plus, there is more. Consider the matter of the amount of data to be replicated – something LiveVault calls the *Delta of Recovery*. Oops-style *undos* usually involve little data (and are actually easily accomplished even from a remote site), but the corruption of databases involves larger volumes of data. With a local back-up copy of the data, the intelligence of the LiveVault agents resident on the application hosts can compare the corrupted local data to that in TurboRestore, and determine, with precision, which data is good and which must be restored. Reducing the amount of data that must be restored further optimizes the restoration process.

The LiveVault agents capture each write to disk by the applications on whose servers they reside, and replicate asynchronously according to policy. As part of LiveVault's data vaulting solutions, *TurboRestore* is managed by a Web console, so no local skills are needed. Customers can set retention policies on the TurboRestore, like replication frequency, to suit local requirements. Rights can be delegated, so that local users can invoke restores, but otherwise cannot mess with the larger system. Should the appliance fail, the LiveVault agents on local applications will recognize this instantly and begin to replicate directly to the remote vault site that is part of the service. The data is still protected. *TurboRestore* will be distributed through LiveVault's well-developed channel structure of OEMs (like HP, IBM, and Iron Mountain), distributors (like Ingram and TechData), vertical solution partners (like Lexus/Nexus) and regional resellers (such as EveryNetworks in Boston and LangTech in San Francisco).

At the same time, LiveVault is also launching its *InSync Online Backup Service* for the SMB market, as well as the *InControl Backup System* for remote and branch offices. The latter is aimed at those enterprises for which a within-the-enterprise degree of remoteness – not the LiveVault remote site – is adequate (for instance, when multiple sites provide reciprocal remoteness).



With these moves, LiveVault has built out its product line to appeal to enterprises of every size and topography that use *Windows* and/or *Linux*. If you like the idea of a local, well-optimized, automated, data-restore capability as part of a larger system or service, consider LiveVault.

About The Clipper Group, Inc.

The Clipper Group, Inc., is an independent consulting firm specializing in acquisition decisions and strategic advice regarding complex, enterprise-class information technologies. Our team of industry professionals averages more than 25 years of real-world experience. A team of staff consultants augments our capabilities, with significant experience across a broad spectrum of applications and environments.

- ***The Clipper Group can be reached at 781-235-0085 and found on the web at www.clipper.com.***

About the Author

Anne MacFarland **is Director of Enterprise Architectures and Infrastructure Solutions for The Clipper Group.** Ms. MacFarland specializes in strategic business solutions offered by enterprise systems, software, and storageVendors, in trends in enterprise systems and networks, and in explaining these trends and the underlying technologies in simple business terms. She joined The Clipper Group after a long career in library systems, business archives, consulting, research, and freelance writing. Ms. MacFarland earned a Bachelor of Arts degree from Cornell University, where she was a College Scholar, and a Masters of Library Science from Southern Connecticut State University.

- ***Reach Anne MacFarland via e-mail at Anne.MacFarland@clipper.com or at 781-235-0085 Ext. 28. (Please dial "1-28" when you hear the automated attendant.)***

Regarding Trademarks and Service Marks

The Clipper Group Navigator, **The Clipper Group Explorer**, **The Clipper Group Observer**, **The Clipper Group** *Captain's Log*, and *"clipper.com"* are trademarks of The Clipper Group, Inc., and the clipper ship drawings, *"Navigating Information Technology Horizons"*, and *"teraproductivity"* are service marks of The Clipper Group, Inc. The Clipper Group, Inc., reserves all rights regarding its trademarks and service marks. All other trademarks, etc., belong to their respective owners.

Disclosure

Officers and/or employees of The Clipper Group may own as individuals, directly or indirectly, shares in one or more companies discussed in this bulletin. Company policy prohibits any officer or employee from holding more than one percent of the outstanding shares of any company covered by The Clipper Group. The Clipper Group, Inc., has no such equity holdings.

Regarding the Information in this Issue

The Clipper Group believes the information included in this report to be accurate. Data has been received from a variety of sources, which we believe to be reliable, including manufacturers, distributors, or users of the products discussed herein. The Clipper Group, Inc., cannot be held responsible for any consequential damages resulting from the application of information or opinions contained in this report.

Copyright © 2005 by The Clipper Group, Inc. Reproduction prohibited without advance written permission. All rights reserved.