Memorex Telex introduces comprehensive enterprise network storage solutions.

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IRVING, Texas--(BUSINESS WIRE)--Dec. 12, 1994--Continuing to set the pace in the rapidly expanding enterprise network solutions market, Memorex Telex today announced the most comprehensive suite of Enterprise Network Storage Products and services available.

With today's offering, Memorex Telex provides tailored storage solutions, fulfilling customers needs for enterprise data management throughout open systems network environments.

The new product suite combines an array of high-capacity hardware, innovative multi-platform storage management software, high-speed data communications subsystems and selected services from Memorex Telex's Advanced Services offering that together allow users to control the availability, integrity and cost of storage throughout an organization. Memorex Telex's storage solutions leverage the right hardware and software technology for today's storage needs.

"Today's product introduction fulfills the Enterprise Network Storage strategy we announced in March of this year," said Marcelo Gumucio, president and chief executive officer for Memorex Telex. "Like all of our new product and service offerings, this advanced product suite fulfills our strategy to provide customers with a clear migration path to the future of open systems computing. Now, network users can have access to data and applications stored on diverse platforms company wide, and the entire network can be routinely and reliably backed up."

This comprehensive suite of products includes all of the necessary elements for an integrated solution, ensuring consistent performance while keeping the cost of network maintenance and support to a minimum. This announcement includes the following new products and enhancements to existing products:

-- Enhanced PC LAN support and upgraded hard disk capacity for the Memorex Telex 3900 Multi-Platform Disk Array

-- A new SCSI version of the Memorex Telex 5450 1/2" linear tape drive, introducing new levels of throughput, reliability and compatibility to LAN and open systems archival processing

-- A major enhancement to Memorex Telex Library Management Software allowing PC LANs and UNIX hosts to attach to and share Memorex Telex Automated Tape Libraries.

-- A new Memorex Telex Library Management Software server platform eliminating any need for a mainframe when using Memorex Telex Automated Tape Libraries

-- A new Memorex Telex SCSI Tape Gateway allowing UNIX and PC LAN users to utilize existing mainframe cartridge tape drives and libraries

-- A new Memorex Telex High Speed Data Pipe middleware product giving client/server application developers the ability to implement very high throughput communications between LAN and mainframe processes

-- A new Memorex Telex Fast File Transfer utility (based on the High Speed Data Pipe) that allows users to quickly move huge amounts of data between open systems networks and mainframes

-- A new suite of RS/6000 Advanced Services designed to enhance the availability and performance of IBM RS/6000 platforms.

Disk and Tape Products

Memorex Telex disk and tape products fulfill customers' needs for reliable online and archival data storage.

The 3900 Multi-Platform Disk Array expands open system support and increases total storage capacity to 80 GBytes providing customers with choices as they migrate toward client/server computing. The 3900 is portable across seven of today's most popular processing platforms and operating systems, ensuring the long-term value of a business's storage investment.

Support is now available for PC LAN servers running Microsoft Windows NT, IBM OS/2 and SCO UNIX. (Support for Novell NetWare, IBM, AIX, Sun Solaris, and IBM AS/400 environments was previously released). Now, offering 4 GBytes disks, along with previously available 1 GByte and 2 GByte disks, users can intermix disks to achieve the capacity and performance needed today with room for expansion tomorrow.

The Memorex Telex 5450ES Cartridge Tape Drive is a compact, SCSI-attached 1.2"

linear tape system designed to provide reliable, high-performance backup and restore in an open systems environment. With its linear design, the 5450ES can achieve data transfer rates up to 6.5 MBytes/sec. The 5450ES offers open systems users new levels of reliability for archival data storage, since the tape floats above the read/write head on a cushion of air -- eliminating errors due to the media and head wear.

The 5450 ES comes equipped with an Automatic Cartridge Loader holding up to 10 tape cartridges (totaling 24 GBytes of storage). This reduces operational costs by automating backup tasks -- an array of four 5450ES drives could back up a 100 GByte server in less than three hours without operator intervention. Currently, the 5450ES can be attached to MS-DOS workstations and UNIX servers, providing completely reliable backup of PC LANS and open systems environments. Support for direct attachment to Novell NetWare servers is expected in the first quarter of 1995.

The 5450ES supports 36-track and double-length tape formats and features Memorex Telex Enhanced Data Recording Capability compressions (compatible with IBM's IDRC), permitting bulk data interchange with mainframe systems.

Automated Tape Library Products

Memorex Telex Automated Tape Library products provide fast, automated access to data stored on 1/2" tape, providing protection for valuable data while reducing operational and data storage expenses.

Memorex Telex's Library Management Software(LMS) empowers customers with control over tape data storage and now offers innovative client/server solutions that permit Memorex Telex Automated Tape Libraries to be shared between multiple platforms.

New LMS Network Server software automates access to reliable, high-performance cartridge tape within an open systems environment, reducing expensive manual operations and providing superior protection for data and applications. LMS Network Server is available for IBM MVS and VM, and also on the new Memorex Telex 9475 ENS Server platform to support open systems environments that do not use mainframes.

Open systems environments now supported by Memorex Telex LMS Network Server includes IBM AIX and HP/UX, along with previously announced IBM AS/400. Platform capability is being expanded, and will soon include Novell NetWare servers. IBM mainframe environments running MVS, VM and VSE continue to be supported.

Server and Connectivity Products

Memorex Telex connectivity solutions provide users of the enterprise network with access to resource and data they need, wherever the data is located.

The Memorex Telex 9475 ENS Server is a high-availability, fault-tolerant platform designed to perform dedicated device management functions in enterprise network storage applications. It supports Memorex Telex LMS Network Server software, and is required to operate Memorex Telex Automated Tape Libraries in environments without mainframes.

The Memorex Telex 5090 SCSI Tape Gateway is an intelligent device that enables SCSI-based hosts to access mainframe tape drives and tape libraries. UNIX and PC LAN users can now take advantage of the highly reliable Memorex Telex 5450E and 5490E Cartridge Tape Drives and 5100/5200/5400 Automated Tape Libraries.

The 5090 can greatly increase the value of existing tape drives and tape libraries by providing archival services to hosts that were not previously supported. The 5090 can emulate a Memorex Telex 5450ES drive or an 8 mm drive.

Memorex Telex's new High Speed Data Pipe is a middleware application that enables huge amounts of data to pass back and forth between LANs and MVS mainframes at data transfer rates of more than 2 MBytes/sec. The High Speed Data Pipe allows software developers to create applications that can move large

amounts of data to and from mainframe repositories without the throughput bottlenecks users can experience with IBM VTAM and TCP/IP mainframe software.

The High Speed Data pipe is ideal for applications requiring high-speed, bulk data interchange including: file transfer, LAN-to-mainframe backup, report distribution and client/server DBMS processing. The High Speed Data Pipe uses the channel-attached Memorex Telex 9432 Enterprise Gateway and supports IPX and TCP/IP network protocols. A transfer rate of 2 MBytes/sec can be achieved with a single 9432. Multiple 9432s can be attached to a CPU to increase the total aggregate throughput rate.

Fast File Transfer is a new Memorex Telex utility that permits high-speed file transfers between MVS hosts and LANs using High Speed Data Pipe technology. Fast File Transfer can perform host or LAN initiated bi-directional file transfers with full support for data stored on disk and tape.

Advanced Services

Memorex Telex offers a comprehensive array of advanced services -- such as remote

network management, onsight support, disk security management and remote customer support -- designed to help customers evaluate, monitor and plan their networks.

Enhancing Memorex Telex Advanced Services, a suite of RS/6000 Advanced Services is now available for customers desiring a high-availability RS/6000 environment. Focused on High Availability Cluster Multi-Processing (HACMP), these new services can improve availability of applications and system resources while decreasing migration risks and storage costs when implementing applications on RS/6000 servers. RS/6000 Advanced Services provides HACMP/6000 integration, backup strategies to handle large online databases, system tuning, techniques for upgrading software with minimal disruption and implementation of hierarchical storage management.

For a comprehensive overview of these and other products offered by Memorex Telex, call (800) 876-1535, ext. 1000 to receive a free Enterprise Network Storage Solutions Buyer's Guide.

Availability and Pricing

Prices vary by country. All prices given here are U.S. list prices. Memorex Telex's Library Management Software, 3900 Multi-Platform Disk Array and 5450ES are all available now. The Library Management Software for client/server environments ranges from $9,000 to $30,000, the 3900 Multi-Platform Disk Array starts at $20,380 and the 5450ES starts at $27,000.

The RS/6000 Advanced Services are available now and range in price from $4,000 to $60,000. The exact pricing of these services is based on the complexity of the customer's hardware and software configuration.

The 5090 and the 9475 will be available in January. The 5090 starts at $18,900 and the 9475 starts at $15,000. The High Speed Data Pipe is immediately available to software applications developers. The High Speed Data Pipe and Fast File Transfer will be available to customers in the first quarter of 1995. An entry level High Speed Data Pipe configuration, including Fast File Transfer and a 9432 Enterprise Gateway, is $55,590.

Company Background

Memorex Telex (NASDAQ: MEMXY) draws upon more than 30 years of experience in addressing the networking and storage needs of companies with SNA-based environments. Operating in more than 20 countries around the world, with distributor links in other countries, Memorex Telex maintains a global organization of more than 4,000 professionals. Memorex Telex's offering of

networking, LAN-based, information storage and archival automation products coupled with a worldwide service organization work together to provide complete customer solutions.

In addition to traditional systems service, a comprehensive Advanced Services offering includes strategic, integration, performance control and education services. Memorex Telex also has strategic business alliances with many industry leading network and storage solution suppliers including Intel, Fujitsu, Novell, Shiva and Data General. For more information, call 800/876-1535, ext. 1000.

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