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### **MTI to Market Axxana Phoenix System**

<http://www.storagenewsletter.com/news/business/mti-axxana-phoenix-system>

In Europe. Axxana, manufacturer of the Enterprise Data Recording (EDR) technology-based solutions known as black boxes for the enterprise, and MTI, provider of consulting services and information infrastructure solutions for mid- to large-size organisations, have signed a partnership agreement to market the Axxana Phoenix System, which will also be showcased in the MTI Solutions Centre established last year in the UK in conjunction with EMC, VMware and Cisco.

The Axxana Phoenix System is the first product on the market to enable zero data loss, i.e. where the Recovery Point Objective (or RPO – the point in time that the restore goes back to) equals zero, over any geographical distance, for significantly less than the cost of traditional synchronous data mirroring alternatives. The Phoenix System complements the asynchronous replication benefits offered by MTI with EMC's RecoverPoint, and enables organisations to protect a synchronous copy of the data at the primary site in a disaster-proof "black box" storage device designed to withstand extreme conditions. Following a disaster or loss of communication with the primary data centre, the Axxana Phoenix System rapidly repatriates the data set using a cellular broadband link, ensuring an exact copy; the recovered data can then be reintegrated by EMC's RecoverPoint. Here the remote copy is an exact mirror image of the data in the primary data centre thus fulfilling Zero Data Loss (RPO=0) and Recovery Time Objectives (RTO) requirements over any distance.

*"By expanding its offering with the Phoenix System RP MTI is now able to offer prospective customers a game-changing disaster recovery solution,"* says Dan Hochberg, Axxana's Executive Vice President, Business Development and Sales. *"Over the years, MTI has established partnerships with the industry's foremost data centre technology and software providers in order to offer its customers the very best in data centre, storage, data protection and management solutions. MTI is known to recognise ground breaking technologies and therefore we are thrilled to be added to this prestigious list".*

Aad Dekkers, Chief Marketing Officer at MTI Europe commented: *"Axxana's innovative EDR technology allows us to deliver on our commitment to provide the best-of-breed solutions available today. We are excited to offer this solution as its features and enticing price point are an extremely attractive proposition in today's economic climate. We are confident that our customers will want to take a very close look at this exciting alternative."*

MTI, an active member of Storage Networking Industry Association (SNIA) Europe, has been diagnosing, designing and delivering hardware, software and services as scalable end-to-end solutions for over twenty years, enabling hundreds of organisations to maximise their IT investments and allowing technology to successfully support businesses. MTI, recently voted European Solution Centre of the year by EMC, now counts offices near Amsterdam, Frankfurt, London and Paris.

Axxana's Phoenix System RP EDR was tested with EMC RecoverPoint in a SAN environment by the EMC E-Lab. The EMC E-Lab conducts the industry's most rigorous interoperability testing, spanning every major platform and operating system. The Axxana Phoenix System RP EDR was first demonstrated at EMC World in May 2009. The Phoenix System RP is available now through EMC Select.

