

## Nexsan, FalconStor Team Up to Challenge Deduplication Leaders

Jimmie Chang

The new Nexsan DeDupe SG family of deduplication appliances will be a powerful competitor to deduplication appliances from vendors such as Data Domain, IBM and Quantum, especially on energy and space savings.

## NEWS ANALYSIS

---

### Event

On 11 August 2009, Nexsan Technologies and FalconStor Software jointly launched a deduplication system product line, the Nexsan DeDupe SG (DDSG). DDSG combines FalconStor's File-interface Deduplication System (FDS) software and Nexsan's SATABoy and SATABeast disk systems in an integrated product.

Nexsan DDSG targets small and midsize businesses with six models, offering usable capacity from four terabytes at \$49,000 to 52 terabytes at \$300,000.

### Analysis

Nexsan and FalconStor have positioned DDSG as a competitor to market-leading Data Domain's DD500 and DD600 series.

DDSG differs from its competitors in five major ways:

- **Automatic Massive Array of Idle Disks (AutoMAID):** This technology transparently places disk drives into an idle state to reduce power and cooling costs and to extend the life of the drives. Compared to other MAID vendors, such as Copan Systems and other "all or nothing" options, AutoMAID offers three levels of energy savings for one or a group of disk drives: unload the drive heads, slow down spinning or sleep (stop spinning). Users can determine the right level to balance response time and energy savings. AutoMAID helps DDSG save energy, as a backup device can be set in sleep mode for most of the day.
- **High density:** DDSG's six models require less rack space than most competitors'.
- **Hosted backup option:** Users can install third-party backup software directly onto the DDSG node, to eliminate the need for a backup media server.
- **Concurrent deduplication:** Two deduplication methods prevail in the industry: post-processing and in-line. Many vendors, including Data Domain, IBM and Quantum, use an in-line method. DDSG offers standard post-processing along with a unique "concurrent" method, in-between post-processing and in-line. In concurrent mode, the system starts deduplication after a portion of backup (a file, a stream or a backup job) is done, instead of waiting until the entire backup is completed, thereby reducing disk capacity requirements.
- **Global deduplication and replication:** This helps improve the deduplication ratio and is useful for remote office backup.

As a newcomer, DDSG needs to prove its performance, reliability, service and support capabilities. Since it is a joint product, single-point service and support capabilities could be challenging for Nexsan and FalconStor.

## RECOMMENDATIONS

---

### Users:

- Consider DDSG if you seek turnkey, high-performance, high-density midrange post-processing deduplication with low power and cooling consumption.

- Evaluate the "concurrent" deduplication method to balance performance and disk capacity requirements.
- Seek other options if you need real in-line deduplication or tape simulation.

## RECOMMENDED READING

---

- "Use Data Deduplication to Improve Availability and Lower Cost" — This research discusses the ways that data deduplication can help reduce energy and storage costs. **By Stanley Zaffos and Dave Russell**
- "Data Deduplication Is Poised to Transform Backup and Recovery" — This research discusses the different approaches to data deduplication to help buyers shortlist applicable products. **By Dave Russell**

(You may need to sign in or be a Gartner client to access the documents referenced in this First Take.)

## REGIONAL HEADQUARTERS

---

### Corporate Headquarters

56 Top Gallant Road  
Stamford, CT 06902-7700  
U.S.A.  
+1 203 964 0096

### European Headquarters

Tamesis  
The Glanty  
Egham  
Surrey, TW20 9AW  
UNITED KINGDOM  
+44 1784 431611

### Asia/Pacific Headquarters

Gartner Australasia Pty. Ltd.  
Level 9, 141 Walker Street  
North Sydney  
New South Wales 2060  
AUSTRALIA  
+61 2 9459 4600

### Japan Headquarters

Gartner Japan Ltd.  
Aobadai Hills, 6F  
7-7, Aobadai, 4-chome  
Meguro-ku, Tokyo 153-0042  
JAPAN  
+81 3 3481 3670

### Latin America Headquarters

Gartner do Brazil  
Av. das Nações Unidas, 12551  
9º andar—World Trade Center  
04578-903—São Paulo SP  
BRAZIL  
+55 11 3443 1509