

Today's Computing Environment Requires a New Solution for Mass Storage

IN THE LAST FEW YEARS, A RANGE OF DATA-INTENSIVE APPLICATIONS HAVE STRETCHED STORAGE CAPACITIES — AND BUDGETS — TO THE BREAKING POINT. FOR EXAMPLE, APPLICATIONS SUCH AS DOCUMENT/DIGITAL IMAGING, COLD REPORTS, CAD DRAWINGS, MICROFILM CONVERSION AND MULTIMEDIA ARCHIVES CAN CONSUME HUNDREDS OF GIGABYTES.

THEN, OF COURSE, THERE ARE THE MULTIPLE PLATFORMS AND DEVICES THAT MAKE UP TODAY'S COMPUTING ENVIRONMENT. SOME USERS HAVE PCs; OTHERS ARE ON SPARCSTATIONS®. PERHAPS ONE DIVISION HAS UNIX SERVERS, WHILE ANOTHER IS USING WINDOWS NT®. ADD IT ALL UP, AND THE CHALLENGE IS CLEAR:

YOU NEED A FLEXIBLE, RELIABLE AND AFFORDABLE WAY

TO STORE DIGITAL INFORMATION.



WHILE TAPE AND WORM ATTEMPTED TO FILL THE GAP, THEY ARE INHERENTLY LIMITED SOLUTIONS. WITHOUT RANDOM ACCESS, MULTI-PLATFORM SUPPORT OR A COMMON STANDARD, THESE SOLUTIONS ARE EXPENSIVE AND INFLEXIBLE. FORTUNATELY, A NEW AND BETTER TECHNOLOGY — CD-RECORDABLE — HAS EMERGED TO MEET YOUR MASS STORAGE NEEDS FOR TODAY AND TOMORROW.

CD-RECORDABLE (CD-R) TECHNOLOGY USES INEXPENSIVE COMPACT DISCS BASED ON THE ISO 9660 STANDARD. DRIVEN BY THIS STANDARD, CD-ROM HAS EVOLVED FROM A DISSEMINATION MEDIUM INTO A STORAGE MEDIUM, OFFERING A ROBUST PLATFORM FOR ALL TYPES OF STORAGE REQUIREMENTS. MORE THAN 80 MILLION READERS ARE INSTALLED WORLDWIDE AND THE INSTALLED BASE OF RECORDERS AND CD-JUKEBOXES IS GROWING SIGNIFICANTLY AS WELL. WITH A COST OF PENNIES PER MEGABYTE AND THE SPEED TO WRITE 650 MEGABYTES IN ABOUT TEN MINUTES, CD-RECORDABLE HAS EMERGED AS THE DOMINANT STORAGE PARADIGM FOR GLOBAL 2000 ENTERPRISE NETWORKS.

WITH SUCH COMPELLING BENEFITS, PERHAPS THE KEY QUESTION FACING YOU IS NOT "SHOULD I INVEST IN CD-R?" BUT, RATHER, "WHAT'S THE SMARTEST WAY TO ADOPT CD TECHNOLOGY FOR MASS STORAGE?"

A Rich History of CD Innovation

Smart Storage Inc., the industry leader in CD-Recordable mass storage solutions, is committed to applying emerging CD technologies to corporate enterprise networks. Our vision is to create high-performance, cost-effective storage management software that will lead the market into the 21st century.

Smart Storage principals have been at the forefront of the CD-ROM and CD-R technology wave since its inception more than a decade ago. Our technologists lay claim to a number of industry "firsts" including:

First to use CD technology for data dissemination	1984
First low-cost desktop CD recording software	1992
First network software for CD-R-based mass storage	1993
First integrated read/write mass storage software	1995

With more than 15,000 sites worldwide, Smart Storage enjoys an enviable position in the CD industry. Our innovative solutions have been adopted by major VARs, OEMs and systems integrators for large storage applications such as document imaging, COLD, CAD and pre-press. In addition, we have major partnerships with a large and growing list of key technology providers who increasingly turn to us for software expertise in CD-R mass storage.

As strong as our product suite is today, we're constantly investing resources to bring new innovations to market in order to deliver the next generation of firsts in mass storage.

Find out more about how Smart Storage's suite of CD-R solutions can make you successful. Call us at 508-623-3300 or check out our home page on the World Wide Web, and we'll show you the smart way to integrate mass storage solutions for your demanding applications.

SMART STORAGE

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IT'S ALL HERE NOW

SMART STORAGE

The Smart Solution for Mass Storage

With a rich history of technical innovation in CD technology, Smart Storage Inc. is the leader in software solutions for network-based CD-R mass storage.

What's the Smart Storage advantage? It's our comprehensive **suite** of innovative software products that leverage CD-R technology. These products address a **complete** range of storage needs and deliver more data — more easily — to the desktop. The Smart Storage suite offers:

Integrated read/write access to CD-based archives

Network-based on-demand and high-volume CD recording

Network access to collections of published CD-ROMs

What Sets the Smart Storage Solution Apart?

HIGH PERFORMANCE, MULTIPLE PLATFORMS

Smart Storage products provide high-performance CD-R storage and delivery across all major network operating systems including UNIX, Windows NT®, Novell®, OS/2® and peer-to-peer networks. Regardless of the platform you choose, Smart Storage has the complete storage solution.

FLEXIBLE AND SCALABLE

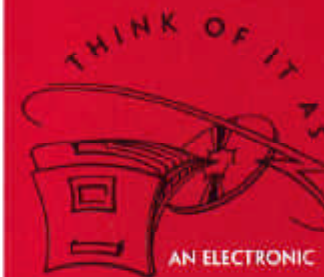
Our suite provides you with unmatched flexibility to choose any combination of CD storage devices to meet your changing storage requirements. Unlike proprietary solutions, the Smart Storage suite works with leading CD recorders, readers and jukeboxes — the most comprehensive hardware support in the market. This means your CD-R solution is scalable and flexible. Smart Storage software adapts with you.

PROVEN RELIABILITY

Smart Storage products have a proven track record in the most demanding environments: mission-critical, enterprise-wide applications. Maybe that's why we have the largest installed base of CD-R mass storage software in the market — more than four times larger than our nearest competitor.

For MIS managers and LAN administrators, Smart Storage makes life easier. For instance, server machines change, operating systems are upgraded and new clients are added all the time. If your mass storage solution doesn't scale with your growth, it's an expensive nightmare. However, Smart Storage recognizes that storage requirements constantly grow. That's why we continue to work with leading manufacturers to support the latest advances in CD hardware.

Our device-independent, cross-platform solutions for reading and writing data offer you high performance and easy scalability. Smart Storage software adapts to all changes or additions to hardware, software or platforms, and delivers more data to more users than ever before. For any application Smart Storage has the low-risk, high-payback answer for scalable, flexible mass storage.



AN ELECTRONIC
FILING CABINET
WITH UNLIMITED
CAPACITY.

SmartCD Archive™

DESCRIPTION

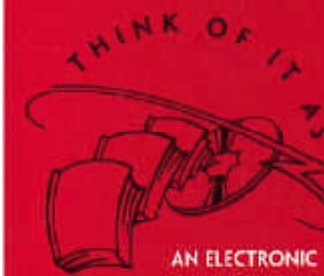
The first software product that provides truly integrated, concurrent, read/write access in a CD-Recordable jukebox. It's designed for companies seeking a comprehensive plug-and-play network solution for fast access to large amounts of digital information.

WHO USES IT

Companies with large and growing archives that want to add information easily and retrieve it randomly and quickly. Ideally suited for enterprise-wide storage applications such as document image archives, microfiche conversion, COLD and CAD. This is the mainstream mass storage solution.

FEATURES/BENEFITS

- Access to thousands of CDs — terabytes of data — appearing as a virtual hard disk with a single, seamless directory structure.
- Write data directly to the CD-Recordable jukebox. Read/write integration provides automated, unattended operation, eliminating a separate and discrete recording process.
- Read-only functionality for data sets that are static or grow in periodic increments.
- Cost-effective, flexible storage for all network users combines your choice of recorders and readers in the same storage system.
- Multi-platform, multi-network protocol, multi-device support.



AN ELECTRONIC
BOOKSHELF
OF PUBLISHED
CD VOLUMES.

SmartCD Library™

DESCRIPTION

Seamless network access to collections of published CD titles.

WHO USES IT

The product is designed to enable companies to maximize their collections of CD-based reference works.

FEATURES/BENEFITS

- Select, mount and launch CD titles from your desktop graphical interface.
- Supports multi-volume CD titles for seamless access by end users.
- Concurrent access to CDs by multiple users reduces the need for multiple copies of expensive titles.
- Comprehensive drive and jukebox support provide flexibility for balancing price and performance requirements.
- Innovative caching and prefetch techniques boost reading performance significantly.
- Easy administration.
- Multi-platform, multi-network protocol, multi-device support.

The Flexible Strategy for Storage That Grows with You

SmartWrite CD™ Series: Network CD Recording Software

SmartWrite CD™

DESCRIPTION

SmartWrite CD delivers low-volume CD recording over the network from your desktop, and supports all major CD recorders.

SmartWrite CD-HV is recording software that provides high-volume, automated, networked CD production and duplication. It supports all disc autoloader and CD-Recordable jukeboxes.

WHO USES IT

SmartWrite CD is perfect for lower-volume applications such as workstation backup.

SmartWrite CD-HV is ideal for on-demand printing to CDs for COLD and imaging applications. The software is also targeted at companies looking for advanced CD replication for small or confidential publishing needs.

FEATURES/BENEFITS

- Record hundreds of CDs continuously without any administrator intervention.
- Record text, images, drawings, video and audio on the same CD right from the desktop, over the network.
- Shared use eliminates the need for multiple recording devices throughout the organization and simplifies system administration.
- Replace reams of paper or microfilm with cost-effective CD-R.
- Multi-platform, multi-network protocol, multi-recorder support.



A NETWORK
LASER PRINTER
THAT RECORDS
ON CD-R MEDIA
INSTEAD OF PAPER.

Smart Storage Strategic Platforms

SERVER PLATFORMS

PC Server	NFS Server	Novell Netware	Windows NT	Sun Solaris	HP-UX	IBM AIX	OS/2
SmartCD Archive	•	•	•	•	•	•	•
SmartCD Library	•	•	•	•	•	•	•
SmartWrite CD	•	•	•	•	•	•	•