



Marketing Bulletin

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New DVD-RAM Backup Option for 68000 Series Systems

New Alternative to Tape Backup for SCSI Dispatcher Systems

Dear Alpha Micro Dealer:

In recent months, the prices for streaming tape cartridges have increased rather dramatically. This is likely due to decreasing demand for lower capacity tapes, especially in the 150 MB – 2.5 GB size range that are so popular with AMOS™ users. Alpha Micro believes that this presents an opportunity for you to offer your clients a newer and less costly backup alternative.

Since the debut of the AM-8000™, Eagle 800™, and Eagle 750™ systems, DVD-RAM has been available as a backup option. This continues to be the case, and we encourage our VARs to use both DVD-RAM and Blu-ray™ discs with these new servers.

Updated DVD-RAM Drive

Many dealers are surprised to find out that DVD-RAM has been a backup option for 68000-family systems since 2002 – see Marketing Bulletin AMB2002-02. However, the DVD-RAM drives that were offered at that time are no longer available, plus the MAKDVD backup software has, until now, not supported newer, less expensive drives on AMOS 2.3A.

We are therefore now pleased to announce an updated DVD-RAM product for AMOS 2.3A, 68000-based systems that have SCSI Dispatchers. The new AM-403-54 and -55 DVD-RAM drives consist of a current technology, high-speed DVD-RAM drive, an IDE-to-SCSI adapter, and a PIC for the MAKDVD Backup Software suite.

Both internal and external configurations are available. The external DVD-RAM drive is housed in a freestanding powered chassis and includes an external SCSI cable and terminator for easy connection to an existing system.

Relative Media Prices: No Comparison!

Here are some representative media prices, as of December, 2009:

DC6525 525 MB tape cartridge: \$50.00

Magnus 2.5 GB tape cartridge: \$72.00

4.7 GB DVD-RAM disc: \$6.00

In fairness, a DVD-RAM disc will typically not have as long a lifespan as a streaming tape cartridge. Nevertheless, the compact size and convenience of DVD-RAM discs given them an added appeal.

Use the Right Media

For best performance, use the fastest DVD-RAM media supported by the drive. The AM-403-54 and -55 drives can write at up to 12x speed. Discs rated at 3x are common nowadays, and if higher speed is required, 5x discs are available at a higher price.

Random Access For Quick Restores

If you need to restore a file on a high-numbered logical disk that is towards the end of a backup tape, you might be facing a delay of several minutes while the tape searches to find that file.

Because a DVD-RAM disc offers random access reads just like a standard hard disk, however, access to your backed up files is essentially instantaneous. For example, if you need to restore DSK97:PO.DAT[150,1], just pop in the backup disc, LOG DSK97:[150,1], type DVD at the AMOS prompt to mount the disc, and COPY =DVD97:PO.DAT. Your file will be copied immediately. Not even today's fastest tape drive can compete with that convenience.

This fast restoral aspect of DVD-RAM backup alone could pay for the drive, considering staff time saved over just a few restore operations.

Hardware Compatibility

The new DVD subsystems are intended for use with AM-4000, Eagle 100, and later systems running the "full" SCSI Dispatcher. ISA Falcons and any Alpha Micro with a SCSI-1 interface, such as an AM-2000M, will not support this new hardware.

Backup Software Compatibility

Updated versions of our MAKDVD backup software are required for use with the AM-403-54 and -55 products. Existing MAKDVD users may continue to use the same PIC. Minimum versions and hash totals required are as follows:

FMTDVD.LIT	1.0(103)	776-175-564-057
DVD.LIT	1.1(101)-4	463-755-132-032
MAKDVD.LIT	1.0(101)-9	666-045-311-520
DVD000.NEW	1.0(100)	003-542-364-232
DVDNEW.DEV		633-561-261-764
DVDRAM.DVR		636-035-700-255

Dealers covered by a Support Agreement may download these updates from Alpha Micro's FTP server using the logon provided to you for the 2009 Support Year. Dealers on a Time-and-Materials support arrangement with Alpha Micro may purchase an update by contacting Alpha Micro Order Administration.

The new version of MAKDVD has been tested with AMOS 2.3A only. Alpha Micro does not support its use with older versions of AMOS.

MAKDVD is the only DVD-RAM backup software supported on 68000 systems. The MAKBD backup software is only compatible with AMPC 7.x and AMOS 8.x systems.

Ordering Information

The attached Reseller Supplement contains the prices and part numbers for these new offerings. Please order the appropriate products based on whether your system has a 50-pin Narrow SCSI or 68-pin Wide SCSI bus.