Frequently Asked Sales Questions
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WHAT’S NEW?

1. **What is being announced?**
   On January 18, 2005, VERITAS Software, the worldwide leader in Windows data protection, released VERITAS Replication Exec™ 3.1 for continuous data protection of SQL and Exchange applications.

2. **Is this the same as VERITAS Storage Replicator™ or is this a new product?**
   Replication Exec™ 3.1 is the latest version of Storage Replicator™.

3. **Why is Storage Replicator now being called Replication Exec™?**
   Replication Exec is a key component of a comprehensive data protection solution that complements Backup Exec by providing continuous data protection for SQL and Exchange applications. The new name helps customers see the incredible value in using Backup Exec and Replication Exec together as a complete solution.

4. **What is Replication Exec?**
   VERITAS Replication Exec™ is a simple, easy-to-use solution that helps ensure continuous data protection of Microsoft SQL and Exchange applications. By ensuring this data is always protected and readily accessible, Replication Exec succeeds in minimizing any downtime resulting from server failure or unplanned migration. It only replicates changed portion of data files and provides bandwidth throttling to maximize network efficiency.

5. **What are the key messages to understand about VERITAS Replication Exec**
   - Provides continuous data protection for SQL and Exchange servers
   - Ensures SQL and Exchange data is always protected and readily accessible
   - Minimizes downtime due to unplanned migration

6. **How Does Replication Exec protect SQL and Exchange applications?**
   Replication Exec uses advanced replication technology to copy data in real-time, from a production SQL or Exchange server to a secondary or standby server. This ensures that a replica of the production database is highly available with up-to-the-second accuracy to minimize downtime due to loss of the primary server.

7. **What's new in the Replication Exec 3.1 Release?**
   - **NEW!** Integration with Backup Exec
     - Users can monitor replication jobs within Backup Exec console
   - **NEW!** Clustering Agent support (MSCS and VCS)

   For further details, please review the Replication Exec core datasheet.

8. **Is there any integration with Replication Exec and Backup Exec™?**
   Yes. With this latest release, VERITAS introduces the Backup Exec™ Suite. The Backup Exec Suite delivers an unprecedented, integrated solution that lets today’s Windows-based organizations continuously protect and manage their business critical information. The suite is comprised of Backup Exec for Windows Servers, Replication Exec and Storage Exec. Key to this suite is the integration, made possible through the Backup Exec™ SmartLink Technology.

9. **What is Backup Exec™ SmartLink and how does it work?**
   Backup Exec™ SmartLink simplifies management by enabling integration between VERITAS Backup Exec 10d for Windows Servers and Replication Exec. With Backup Exec™ SmartLink, administrators can monitor replication jobs from within the Backup Exec console, simplifying management and enhancing efficiency.
10. What operating systems does Replication Exec support?

REPLICATION EXEC FEATURES AND BENEFITS?

11. What customer pain points does Replication Exec resolve?
SQL and Exchange databases have quickly become the life-blood of business activity for many organizations. As these applications become increasingly vital to business operations, many administrators are looking to enhance data protection methods to ensure this data is always protected and highly available. Replication Exec is a simple, easy-to-use solution that helps ensure continuous data protection of Microsoft SQL and Exchange applications. This allows organizations to minimize any downtime related to failure or unplanned migration of the application server.

12. What are companies currently doing to protect SQL and Exchange data?
Most organizations are protecting SQL and Exchange data simply by performing nightly backups to tape. While this method has been effective in ensuring this data is properly and regularly protected, it leaves the organization exposed to critical data loss in the event of failure or unplanned migration of the application server. It is recommended that organizations complement current tape backup processes by implementing solutions that ensure continuous data protection and high availability of SQL and Exchange servers.

13. What are the key features of Replication Exec?

<table>
<thead>
<tr>
<th>FEATURE</th>
<th>BENEFIT</th>
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<tbody>
<tr>
<td>Flexibility and Efficiency</td>
<td></td>
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<tr>
<td>Select Files to Replicate</td>
<td>Replicates only relevant files, reducing storage needs and minimizing traffic.</td>
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<tr>
<td>Continuous or Scheduled Modes</td>
<td>Replicates in real-time, or on a schedule to balance network traffic.</td>
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<tr>
<td>Bandwidth Throttling</td>
<td>Users can limit bandwidth used for replication to reduce impact on network.</td>
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<tr>
<td>Journals through Network Outages</td>
<td>Once connection is restored it resumes data protection right where it left off.</td>
</tr>
<tr>
<td>Replicates only Changed Files</td>
<td>Replicates only changes to file at the byte-level.</td>
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<tr>
<td>Variety of Replication Topologies</td>
<td>Can replicate in a many-to-one, one-to-many, or one-to-one scenario.</td>
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Ease of Use

<table>
<thead>
<tr>
<th>FEATURE</th>
<th>BENEFIT</th>
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<tr>
<td>Intuitive User Interface</td>
<td>Makes continuous data protection simple and effortless.</td>
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<tr>
<td>Integrates with Backup Exec</td>
<td>Users can monitor all replication processes from Backup Exec console.</td>
</tr>
<tr>
<td>Wizard-Based Installation</td>
<td>Easy, wizard-based installation ensures jobs are set up quickly and properly.</td>
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<tr>
<td>Push Deployment</td>
<td>Can be push-installed to remote servers from centralized Console.</td>
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<tr>
<td>Centralized Management</td>
<td>All replication jobs can be managed centrally via powerful Console</td>
</tr>
<tr>
<td>Automated Replication</td>
<td>Once installed and set in place, it runs entirely on its own.</td>
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14. Can Replication Exec be used for continuous data protection of remote offices?
Yes. Replication Exec is an excellent solution for remote office data protection and backup consolidation. However, it is recommended that customers use Backup Exec Continuous Protection Server as the primary solution for continuous data protection of remote offices. For more information regarding Backup Exec Continuous Protection Server please visit: [www.veritas.com/continuous](http://www.veritas.com/continuous).

For more information on when to recommend Backup Exec Continuous Protection Server and when to recommend Replication Exec, please review the “Understanding Continuous Protection Server and Replication Exec” document.
PRICING & LICENSING

15. How is Replication Exec licensed and priced?
Replication Exec is priced at $1,495 per license. Replication Exec is licensed per server. Each server involved in replication requires a license. In a typical setting, customers would have to purchase a Replication Exec license for the primary SQL or Exchange server where data is replicated from and an additional license for the standby or secondary server where the data is replicated to.

16. Is there a cost for current Storage Replicator customers to upgrade to Replication Exec?
- **Storage Replicator customers currently on Maintenance** – All customers that have current Storage Replicator maintenance contracts will receive Replication Exec 3.1 at no additional cost.
- **Customers currently on Storage Replicator 3.0 (without Maintenance)** – Existing 3.0 keys will continue to work for Replication Exec 3.1.
- **Customers on Storage Replicator 2.x and 1.x version (without Maintenance)** – Customers running versions prior to Storage Replicator 3.0 who do not have current maintenance contracts will need to pay for VIP upgrades for any Replication Exec 3.1 licenses.

17. How can customers evaluate Replication Exec 3.1?
Customers can download Replication Exec software for trial evaluation by visiting [www.veritas.com/replicationexec](http://www.veritas.com/replicationexec).

18. How does Replication Exec compare to competitors such as NSI Double-Take?
Replication Exec is a simple and intuitive solution that helps make continuous data protection of SQL and Exchange databases seamless and effortless. NSI Double-Take is a more complex, less intuitive software that requires additional hardware investments for successful deployment. Double-Take is consistently priced at significantly higher rates than Replication Exec.

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<tr>
<th>REPLICATION EXEC</th>
<th>NSI DOUBLE-TAKE</th>
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<tr>
<td>Easy installation, can be up and running in minutes.</td>
<td>More complex installation, often recommends SE assistance.</td>
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<tr>
<td>Central Console can push install VRE on remote sites.</td>
<td>No push install, interaction must take place at each site.</td>
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<tr>
<td>Simple, intuitive and easy-to-use.</td>
<td>More difficult and cumbersome to use.</td>
</tr>
<tr>
<td>Integrates with Backup Exec for simple management.</td>
<td>Users are required to learn and use an additional interface.</td>
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<tr>
<td>Priced affordably to provide superior customer value.</td>
<td>Priced 40% to 66% higher than Replication Exec.</td>
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<td>Complete solution from one source.</td>
<td>Requires piecemeal, multiple vendor offerings for full solution.</td>
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