



SIOS LifeKeeper for Linux Battlecard

Partner Internal Use Only

Why Sell SIOS LifeKeeper?

- Easy to Sell – Simple HA
- Great Margins
- Channel-First Sales
- Sales Support, Marketing Opportunities
- Proven Technology
- 25 Years as High Availability Leader
- 97% Customer Satisfaction
- Award-Winning Global Technical Support Team

Key Value Propositions

- **Application-aware** - Application-specific Recovery kits (ARKs) for all leading application reduce human error and enable reliable, automatic recovery and/or failover of in accordance with application vendor best practices.
- **Simpler** - Wizard driven configuration, integrated management console, and ARKs speed maintenance and reduce human errors caused by manual scripting.
- **Broad Support** Consistent interface across OS (Linux, Windows), environment (physical, virtual (Vmware), hyperconverged (Nutanix), and cloud (AWS, Azure, Google Cloud Platform). Protect any application, and use your choice of storage: FC SAN, NAS, iSCSI,
- **Flexible Configuration** - Create multinode (3+) cluster configurations cluster nodes in geographically separated locations, cloud regions or availability zones for DR. Physical-to-Physical (P2P), Physical-to-Virtual (P2V) and Virtual-to-Virtual (V2V) clusters
- **Comprehensive Monitoring** of the entire application environment – server, storage, operating system, network, database, and application.
- **SAP Certified high availability** for NetWeaver and S/4HANA

Target Linux Customers

Enterprise customers with mission-critical applications that require 99.99% uptime such as SAP, S/4 HANA, Oracle, MaxDB, and home-grown applications.

Typical customers include:

- Healthcare – Meditech and other EHR systems
- Education – Student record management, registration systems
- Manufacturing – SAP, Oracle and other ERP systems, Process Control
- Financial Services – Accounting, Online Ordering, ATM Management
- Building Maintenance & Security + Video Management – Entry, VMS

Elevator Pitch:

SIOS LifeKeeper for Linux clustering software helps IT staff and DBAs reduce operating costs and meet availability SLAs for essential applications by protecting them from downtime and disasters. SIOS LifeKeeper protects applications in physical, virtual, and cloud environments and enables failover clustering with or without shared storage. Advanced application-specific recovery kits enable LifeKeeper to orchestrate reliable, seamless failover of SAP, S/4HANA, Oracle, and other complex applications without data loss or data corruption.

Questions that Grow Margins

- What Linux OS are you using? Would a consistent interface across Linux distributions save you time and money? Windows and Linux?
- What application are you looking to protect? When you experience downtime, walk me through a typical scenario. Biggest challenges? Business Consequences?
- What are you doing now to protect your key applications?
- What is your DR strategy? Do you have target RTOs and RPOs?

Key Contacts and Resources

Americas: Kelly Burke
Partner Alliances Dir
P: 617-245-6962
Kelly.burke@us.sios.com

EMEA: Harry Aujla
Partner Alliances Dir
P: +44 845 004 8887
Harry.aujla@us.sios.com

APAC: Jason Aw
Strategic Business Dev.
P: +65 65898477 x 20
Jason.aw@us.sios.com

SIOS Partner Portal: partners.us.sios.com/

SIOS Website: us.sios.com

SIOS Deal Registration: us.sios.com/register-deal/

Product Documentation:
support.us.sios.com/asp/ docs_us_sios_com_home/#LinuxProducts

Feature	SUSE HAE	Red Hat Enterprise Linux	SIOS LifeKeeper
Comprehensive, OS-Agnostic High Availability <i>Linux: RHEL, OEL, SUSE, CentOS</i>	○	○	●
Infrastructure-level HA with monitoring of entire application environment: servers, storage, operating system, network, database, and application	○	○	●
Advanced Application Integration and Orchestrated Failover of all leading ERP and databases through application-specific recovery kits: SAP, SAP NetWeaver, SAP S4/HANA, Oracle, Max DB, DB2, PostgreSQL, etc.	○	○	●
Multi-node, Geo-Redundant Clustering Create 3 or more node clusters with nodes in geographically separated locations, cloud regions or availability zones for disaster recovery protection.	○	○	●
Complete Configuration Flexibility Create clusters in any combination of physical, virtual, and cloud without rigid, site-specific rules	○	○	●
Wizard-Driven Configuration <i>Reduces human error due to configuration files, manual scripting or complex network settings</i>	◐	○	●
Ongoing Admin via Intuitive User Interface Complex Network Settings without requiring manual scripting.	◐	○	●
Cloud-Integrated, Fully Automated Site Failover Including automatic network routing on AWS and Microsoft Azure	○	○	●
No Specialized Application Knowledge Needed Low Risk of Human Error Due to Manual Tasks and Scripting.	○	○	●

Based on a third-party analysis of SIOS vs SUSE HAE:

- SIOS was rated 5/5 in intuitiveness, simplicity of failover and understanding package moves, completeness of support after failover, availability of new standby database after failover, manual actions after failover, retention of replication changes outside of HA product after failover, and application awareness(ability to self correct), while SUSE HAE did not get 5/5 in any of the sections.
- Installing SIOS LifeKeeper for Linux took just 46 mins while SUSE HAE took 4hrs - far fewer steps with SIOS than SUSE HAE.
- When testers created an SAP HANA resource using SIOS LifeKeeper and SUSE HAE *without errors*, SIOS took 10mins vs SUSE 60mins.
- When testers entered invalid parameters wherever manual entry or selection was required, it took 10 minutes for SIOS and SIOS self-discovered the cluster components with no variables, while SUSE was heavily dependent on variables being understood and coded correctly and took 70-90+ mins.

Americas: Kelly Burke
Partner Alliances Dir
P: 617-245-6962
Kelly.burke@us.sios.com

EMEA: Harry Aujla
Partner Alliances Dir
P: +44 845 004 8887
Harry.aujla@us.sios.com

APAC: Jason Aw
Strategic Business Dev.
P:+65 65898477 x 20
Jason.aw@us.sios.com

SIOS Partner Portal: partners.us.sios.com/

SIOS Website: us.sios.com

SIOS Deal Registration: us.sios.com/register-deal/

Product Documentation:
support.us.sios.com/asp/Docs_us_sios_com_home/#LinuxProducts

Appendix

Americas: Kelly Burke
Partner Alliances Dir
P: 617-245-6962
Kelly.burke@us.sios.com

EMEA: Harry Aujla
Partner Alliances Dir
P: +44 845 004 8887
Harry.aujla@us.sios.com

APAC: Jason Aw
Strategic Business Dev.
P: +65 65898477 x 20
Jason.aw@us.sios.com

SIOS Partner Portal: partners.us.sios.com/

SIOS Website: us.sios.com

SIOS Deal Registration: us.sios.com/register-deal/

Product Documentation:
support.us.sios.com/asp/Docs_us_sios_com_home/#LinuxProducts

Summary

Ratings: 1=low, 5=High

	1	2	3	4	5
How intuitively is the system replication status displayed?	1	2	3	SUSE 4	SIOS 5
Simplicity of switchover installation?	1	SUSE 2	3	4	SIOS 5
Simplicity visibility/ease of understanding package moves	1	2	SUSE 3	4	SIOS 5
Completeness of supporting processes restarted/monitored after failover	1	SUSE 2	3	4	SIOS 5
Availability of new standby database after failover	SUSE 1	2	3	4	SIOS 5
Manual actions after failover	SUSE 1	2	3	4	SIOS 5
Retention of replication changes outside of HA product after failover	SUSE 1	2	3	4	SIOS 5
Application awareness (ability to self correct)	SUSE 1	2	3	4	SIOS 5

Results

Ratings: Difficult (1) to Very Easy (5)

	1	2	3	4	5
How easy was it to prepare the cluster systems for product installation?	1	SUSE (4 Hours) 2	3	4	SIOS (30 Mins) 5

- Preparing the VMs supporting the Azure-based SAP landscape was extremely easy with SIOS LifeKeeper and required only 30 Mins
- No additional server preparation was required.
- Far fewer steps with SIOS than required to install SUSE HAE.
 - SIOS Prep: Install a handful of packages, mount the installation media and configure the NFS quorum.
 - SUSE HAE Prep: An involved process that took 4 hours - deployment of iSCSI servers and additional packages. Required a high level of configuration expertise to present quorum LUNs.

Ratings: Not Intuitive (1) to Very Intuitive (5)

	1	2	3	4	5
How intuitive was the installation interface	SUSE				SIOS

- Installing SIOS LifeKeeper for Linux took just 46 minutes to install and configure
 - SIOS installation required three simple commands and a minor modification to one configuration file.
- Installing SUSE HAE required 4 hours to install and configure
 - SUSE HAE installation and configuring required 27 complex commands executed in a specific sequence, & manual modifications to configuration files.

SIOS Delivered five times faster configuration.

Ratings: Error Prone (1) to Error Free (5)

	1	2	3	4	5
Validation and error handling / Self-detection and auto-discovery	SUSE				SIOS
Validation and error handling / Recovery from errors	SUSE				SIOS
How easy was it to create the SAP HANA Resource?		SUSE			SIOS

- Step 1: Testers created an SAP HANA resource using SIOS LifeKeeper and SUSE HAE *without errors*.
 - 10 minutes for SIOS and 60 minute for SUSE HAE without errors
- Step 2: Testers entered invalid parameters wherever manual entry or selection was required, (*e.g., incorrect SID, instance number, replication mode, operation mode, HSR site names, etc.*)
 - 10 minutes with errors for SIOS. SIOS self-discovered the cluster components with no variables. There was no ability to error. SUSE HAE was heavily dependent on variables being understood and coded correctly.
 - 70-90+ minutes with errors for HAE.