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**Data Deduplication emerges as a viable alternative to tape**

Broomfield, Colo. – Friday, 23 February 2007 – Ray Lucchesi of Silverton Consulting ([www.silvertonconsulting.com](http://www.silvertonconsulting.com)) has written an article for Computerworld online on customer ROI from data deduplication products. Ray found out from talking with customers, vendors, and analysts that these products improve backup processes significantly and make remote office environments more viable.

Deduplication products have been introduced in the past couple of years by a number of small to large storage vendors including Asigra, Data Domain, Dilligent, EMC, Exagrid, FalconStor, NetApp, Quantum, Sepaton, Symantec, and others. These new products provide an way for D2D backup to economically compete with tape backup.

After interviewing a number of end-users Ray found out that customers can purchase new data deduplication products for about the same price as new tape infrastructure but the ongoing manpower and maintenance requirements of tape takes it out of the picture for these environments. Not all tape infrastructure is eliminated with deduplication products but a substantial amount can be retired.

ABOUT Silverton Consulting, Inc. - Silverton Consulting is a Strategy, Storage & Systems consulting services company, based in Broomfield Colorado, offering products and services to the data storage community.

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