

AMB2007-07

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## **USB Backup Devices to Complement the Cardinal™** *External DVD-RAM Drive and USB-to-SCSI Adapter*

Dear Alpha Micro Dealer:

The introduction of the Cardinal has presented new challenges in the area of backup options. The Cardinal is designed to turn a typical PC into an AMOS™ server, but issues of discipline like performing regular backups do not occur to many PC users.

Furthermore, the Cardinal is designed to be the kind of product that you can package with your application on a CD, so that an end user can install AMOS and your application without requiring the assistance of a hardware technician. There is therefore a need for backup solutions that are simple to install.

Alpha Micro is pleased to announce two new products that address these requirements.

### **The AM-404™ External DVD-RAM Drive**

DVD-RAM is a modern, convenient backup format. It sports rewritable media, and has full random access capability for reading, just like a conventional hard disk drive. This makes for quick and easy data recovery.

The new AM-404 is an external, USB 2.0 DVD-RAM drive that is an ideal complement for the Cardinal. Just plug it into an external USB port, and you have an instant, high-speed backup solution.

Similar to the internal DVD-RAM drive that is included in AM-8000™ systems and available as an option for Eagle 800™ and Eagle 750™ servers, this is a universal drive, capable of reading and writing a variety of CD and DVD formats. Specifically:

- DVD-RAM: 12X
- DVD+R: 16X
- DVD+R DL: 10X
- DVD+RW: 8X
- DVD-R: 16X
- DVD-R DL: 6X
- CD-R: 48X
- CD-RW: 32X
- Cache: 2MB



Alpha Micro is committing to update this slot in our product line with the best possible DVD-RAM drive available at this price point, as new drives are introduced. The above specifications only apply to the initial model being shipped.

When ordering the AM-404 DVD-RAM drive, you will need to select which backup software you require. You can select either the standard MAKDVD software or our new MAKDB software, described in Marketing Bulletin AMB2007-08. See the Reseller Supplement for further details.

## Connect SCSI Devices to a USB Port

Almost every installed Alpha Micro system employs SCSI devices. There are two main reasons for wanting to connect SCSI devices to a Cardinal system:

**Data Transfer:** The quickest way to get an existing AMOS system's contents transferred to a new Cardinal system is to connect the old system's SCSI hard drive(s) directly to the new Cardinal host PC.

**Backup:** Streaming tape drives are by far the most popular form of backup in the AMOS world, because of their extraordinary reliability. They also have a role in data exchange in an environment where a Cardinal is one of multiple AMOS systems.

Until now, the only way to connect a SCSI device to an AMPC™ system was to install a PCI SCSI controller. With the new AM-922™ external USB-to-SCSI Adapter, you can connect a SCSI peripheral to any USB 2.0 port. The decent throughput offered by the USB 2.0 standard is more than adequate for regular tape drive operation, and certainly acceptable for data transfer purposes. It is not recommended for hosting a production disk drive.



The AM-922 Adapter includes driver software for Windows XP® and Vista®, for use with the Cardinal's AMPC software. It terminates in a high density 50-pin Narrow SCSI female connector, ideal for connection to most tape drives. Connector adapters for wide SCSI (68 pin male) and standard Centronics (50 pin male) are also available as optional accessories. See the *Reseller Supplement* for details.

One AM-922 Adapter is required for each SCSI peripheral being attached. For example, if you wish to attach one Streaming Tape Drive and one SCSI Disk Drive to a Cardinal system simultaneously, you will need two AM-922 Adapters.

An optional External SCSI Chassis is available for housing half-height 5¼" devices such as a streaming tape drive. This chassis includes a power supply for the peripheral. If you require SCSI Termination, you will need to purchase an external Active SCSI Terminator. See the accompanying Reseller Supplement for details on these options.

It is important to mention that the AM-922 Adapter connects a SCSI peripheral to a USB host. It does not work in the reverse direction; it will not connect a USB peripheral, such as an external USB hard drive, to a SCSI controller, such as those present on our 68000 family systems.

### **Provide a Backup-Inclusive Package**

Your AMOS application software is an integral part of your clients' businesses. Backing up the system is a serious responsibility. If you simply provide your application (and a Cardinal) without providing a backup method, you are doing your clients a disservice and creating a hassle for yourself if and when data is corrupted or lost.

Now you can include an inexpensive DVD-RAM backup option with your solution at minimal cost. It is simple to install and does not require opening up the host PC. Alternatively, if you are more comfortable with a streaming tape drive, you may continue to provide that form of backup in an external chassis, and still have the end user install the streamer themselves.

This fits within the overall philosophy of the Cardinal giving you longer reach: You don't have to travel to customer sites for installation, nor do you have to hire a hardware technician to do the work for you. And that means more sales for you.