

Quantum LTO4 & Enterprise Key Manger	Paranoia2	Benefit
Uses LTO4 tape drives with hardware encryption only	Can be used with any drive type	No need to buy new drives
Keys must be stored on system	Keys can be stored in a variety of ways, from the simple right through to smartcard, role separated key management. Can be integrated with existing user key management	Non-prescriptive, fits well into a existing security management processes
Can only encrypt LTO4 media.	Can utilise existing media, support encryption on any media the drive supports. Even when used with LTO4 the Paranoia2 allows encryption on LTO3 media.	Saves costs by not needing to buy new media. If customer does not use the capacity offered by LTO4 media then this is another waste.
Can only encrypt LTO4 media.	Can use Paranoia2 across a mix of drive types so allowing a common encryption platform regardless of the drive and system type. No need to change encryption appliance when upgrading drive.	Allows more flexibility, i.e. an encrypted LTO-2 from a branch can be read on an encrypted LTO4 drive at head office, not possible with LTO4 encryption solutions.
Existing archive of tapes cannot be encrypted unless new LTO-4 media is used.	Existing archive media can be re written in encrypted status.	Saving cost of buying extra new media for the archive.
Any conversion or archive must be done via host system	Can perform off-line encryption of tape archive having no system requirement.	No need to tie up system resources.
Archive of tapes needs to be destroyed after being copied to new LTO4 media.	Existing archive will be overwritten so no need to be destroyed.	No waste of costly media.
Need to have working systems on the DR site with QEKM loaded in order to start the restore	Can do a system restore straight from tape without the need to get servers up and running first. (Where a system can IPL from tape such as IBM iSeries)	Reduced DR costs.
Complex to understand how keys are produced and managed	Simple to understand at all levels	In a DR scenario it is simple to get to the point of having the system up and running with all the data.
Need to have a database of keys to tapes on the system	No need to keep anything based on the system	No chance of a hacker getting access to or more likely destroying the keys. No keys – no data.

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Needs to have two servers for two mirrored key stores in case of a server loss. Backup of key stores cannot be encrypted	Can have multiple copies in electronic or paper format	Simpler to manage and utilise
Best suited for uses with multiple libraries, multiple drives and servers on a single site and for users with their own dedicated DR sites.	Most suited for companies with distributed sites and without their own dedicated DR site	Chose the solution that fits the requirement.
Servers holding the QEKM need to be Windows or Linux so if the customer does not have the expertise in these areas this can be a problem.	Being able to operate on all systems and software the Paranoia2 does not necessitate adding new non productive hardware to the users site and support requirements.	Can be simply and easily integrated into all system platforms.
Works on all makes of LTO4 drive that are "encryption enabled"	Each customer has a unique hardware key chip in their Paranoia units	Even if someone has the user keys they cannot read tapes on a Paranoia2 unit at another customer site. LTO4 units are identical so with the key you can read the data on any LTO4 drive that is "encryption enabled"

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