



# Rack-mount Tape Library Competitive Overview

## 2U Autoloader/Library

## 4U/5U Library

## 8U/10U Library

	PivotStor TL2000	Dell TL2000	HP MSL2024	IBM TS3100	Overland ARCvault 24	Quantum SuperLoader	Tandberg Magnum224	PivotStor TL4000	Dell TL4000	HP MSL4048	IBM TS3200	Overland ARCvault 48	Overland NEO2000	Quantum PX502	Quantum Scalar 24	Tandberg Magnum448	PivotStor TL8000	HP MSL8096	Overland NEO4000
<b>LTO-3HH, 1 Dr, SAS</b>	AP-TL2100A 2U/24 slots	TL21S3 2U/24	AH559A 2U/24 slots	3573S32 2U/24 slots				AP-TL4100A 4U/48 slots	TL41S3 4U/48 slots	AH560A 4U/48 slots	3573S34 4U/48 slots						AP-TL8107A 8U/96 slots		
<b>LTO-3HH, 1 Dr, SCSI</b>	AP-TL2101A 2U/24 slots		AH169A 2U/24 slots	3573L32 2U/24 slots	OV-ARC101004 2U/24 slots		270052-110 2U/12 slots	AP-TL4101A 4U/48 slots		AH171A 4U/48 slots	3573L34 4U/48 slots	OV-ARC101006 4U/48 slots					AP-TL8108A 8U/96 slots		
<b>LTO-3, 1 Dr, FC</b>	AP-TL2102A 2U/24 slots	TL2K1F 2U/24	AG326B 2U/24 slots	3573F3S 2U/24 slots		EC-L28AC-YF 2U/16 slots	270052-150 2U/24 slots	AP-TL4102A 4U/48 slots	TL4K1F 4U/48 slots	AG324B 4U/48 slots	3573F3H 4U/48 slots	OV-ARC101007 4U/48 slots	OV-LXN101566 5U/30 slots	PR-A25AC-YF 4U/38 slots	9-00710-01 4U/24 slots	270062-150 4U/48 slots	AP-TL8109A 8U/96 slots		OV-LXN101569 10U/60 slots
<b>LTO-3, 1 Dr, SCSI</b>	AP-TL2103A 2U/24 slots	TL2K1S 2U/24	AG115A 2U/24 slots	3573L3S 2U/24 slots		ER-L25AA-YF 2U/16 slots	270052-100 2U/12 slots	AP-TL4103A 4U/48 slots	TL4K2F 4U/48 slots	AG322A 4U/48 slots	3573L3H 4U/48 slots		OV-LXN101551 5U/30 slots	PR-A23AA-YF 4U/38 slots	9-00706-01 4U/24 slots	270062-100 4U/48 slots	AP-TL8110A 8U/96 slots		OV-LXN101553 10U/60 slots
<b>LTO-4, 1 Dr, FC</b>	AP-TL2104A 2U/24 slots	TL21F4 2U/24	AJ034A 2U/24 slots	3573F4S 2U/24 slots			2450-LTO 2U/24 slots	AP-TL4104A 4U/48 slots	TL41F4 4U/48 slots	AJ036A 4U/48 slots	3573F4H 4U/48 slots	OV-ARC101010 4U/48 slots	OV-LXN101586 5U/30 slots				AP-TL8111A 8U/96 slots		OV-LXN101589 10U/60 slots
<b>LTO-4, 1 Dr, SAS</b>	AP-TL2105A 2U/24 slots	TL21S4 2U/24		3573S4S 2U/24 slots				AP-TL4105A 4U/48 slots			3573S4H 4U/48 slots						AP-TL8112A 8U/96 slots		
<b>LTO-4, 1 Dr, SCSI</b>	AP-TL2106A 2U/24 slots		AJ033A 2U/24 slots	3573L4S 2U/24 slots	OV-ARC101011 2U/24 slots		2400LTO 2U/24 slots	AP-TL4106A 4U/48 slots	TL41S4 4U/48 slots	AJ035A 4U/48 slots	3573L4H 4U/48 slots	OV-ARC101009 4U/48 slots	OV-LXN101584 5U/30 slots				AP-TL8113A 8U/96 slots		OV-LXN101588 10U/60 slots
<b>LTO-3HH, 2 Dr, SAS</b>	AP-TL2200A 2U/24 slots	TL22S3 2U/24						AP-TL4200A 4U/48 slots	TL42S3 4U/48 slots								AP-TL4201A 4U/48 slots	AH561A 8U/96 slots	
<b>LTO-3HH, 2 Dr, SCSI</b>	AP-TL2201A 2U/24 slots		AH170A 2U/24 slots					AP-TL4201A 4U/48 slots		AH172A 4U/48 slots		OV-ARC101008 4U/48 slots					AP-TL8200A 8U/96 slots		
<b>LTO-3, 2 Dr, FC</b>								AP-TL4202A 4U/48 slots	TL4K2F 4U/48 slots	AG325B 4U/48 slots			OV-LXN101567 5U/30 slots				AP-TL8201A 8U/96 slots	AH218A 8U/96 slots	
<b>LTO-3, 2 Dr, SCSI</b>								AP-TL4203A 4U/48 slots	TL4K2S 4U/48 slots	AG323A 4U/48 slots			OV-LXN101552 5U/30 slots				AP-TL8202A 8U/96 slots	AH219A 8U/96 slots	
<b>LTO-4, 2 Dr, FC</b>								AP-TL4204A 4U/48 slots	TL42F4 4U/48 slots	AJ038A 4U/48 slots			OV-LXN101587 5U/30 slots				AP-TL8203A 8U/96 slots	AJ040A 8U/96 slots	
<b>LTO-4, 2 Dr, SAS</b>								AP-TL8205A 8U/96 slots									AP-TL8204A 8U/96 slots		

### PivotStor Advantages

- \* More drive/interface options than Overland, Quantum and Tandberg
- \* More slots than Quantum SuperLoader3

- \* More slots count and higher capacity than Overland NEO 2000, Quantum PX502 and Scalar 24
- \* More compact form-factor than Overland NEO 2000
- \* More drive/interface options than Overland, Quantum and Tandberg

- \* More drive/interface options than Overland and Quantum
- \* More compact form-factor than Overland and Quantum



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# AP Series Sales Guide

## TL2000 2U, 24 Slots LTO Ultrium Tape Libraries

### Positioning

For organizations (your customers) whose backup and archive requirements have outgrown the capabilities of their current direct-attach tape drives or entry-level tape autoloaders. The PivotStor AP Series TL2000 2U tape library offers the ease and affordability of an autoloader with the performance, capacity and reliability of a tape library and is the ideal next step for their growing needs.

### PivotStor Advantages

- Higher margin incentives
- More drive and interface options
- More slots count and higher capacity than SuperLoader3

### PivotStor AP Series TL2000 2U Models

LTO-3HH, SAS, 1 drive, 24 slots	AP-TL2100A
LTO-3HH, SCSI LVD, 1 drive, 24 slots	AP-TL2101A
LTO-3FH, FC, 1 drive, 24 slots	AP-TL2102A
LTO-3FH, SCSI LVD, 1 drive, 24 slots	AP-TL2103A
LTO-4FH, FC, 1 drive, 24 slots	AP-TL2104A
LTO-4FH, SAS, 1 drive, 24 slots	AP-TL2105A
LTO-4FH, SCSI LVD, 1 drive, 24 slots	AP-TL2106A
LTO-3HH, SAS, 2 drives, 24 slots	AP-TL2200A
LTO-3HH, SCSI LVD, 2 drives, 24 slots	AP-TL2201A

### Accessories Information

Additional Single Mail slots (Left) magazine 2U	AP-TL7021A
Additional Right magazine 2U/4U/8U	AP-TL7019A

### Warranty and Installation Information

All PivotStor AP Series Tape Libraries come standard with a 1-year, advance replacement warranty

Installation Service	AP-TL2900A
1-year extended warranty	
9hr x 5day, NBD	AP-TL2901A
9hr x 5day x 4hr response x 365 days	AP-TL2902A
24hr x 7day x 4hr response x 365 days	AP-TL2904A
3-year extended warranty	
9hr x 5day, NBD	AP-TL2905A
9hr x 5day x 4hr response x 365 days	AP-TL2906A
24hr x 7day x 4hr response x 365 days	AP-TL2908A

## TL4000 4U, 48 Slots LTO Ultrium Tape Libraries

### Positioning

PivotStor AP Series TL4000 4U tape libraries are a reliable, and scalable, tape storage solution for organization with growing data backup and archive requirements. In less than seven inches of rack space (4U), it is ideal where higher capacity backup and archive is needed and space is limited.

### PivotStor Advantages

- Higher margin incentives
- More slots count and higher capacity than Overland NEO 2000, Quantum PX502 and Scalar 24
- More compact form-factor than Overland NEO 2000
- More drive/interface options

### PivotStor AP Series TL4000 4U Models

LTO-3HH, SAS, 1 drive, 48 slots	AP-TL4100A
LTO-3HH, SCSI LVD, 1 drive, 48 slots	AP-TL4101A
LTO-3FH, FC, 1 drive, 48 slots	AP-TL4102A
LTO-3FH, SCSI LVD, 1 drive, 48 slots	AP-TL4103A
LTO-4FH, FC, 1 drive, 48 slots	AP-TL4104A
LTO-4FH, SAS, 1 drive, 48 slots	AP-TL4105A
LTO-4FH, SCSI LVD, 1 drive, 48 slots	AP-TL4106A
LTO-3HH, SAS, 2 drives, 48 slots	AP-TL4200A
LTO-3HH, SCSI LVD, 2 drives, 48 slots	AP-TL4201A
LTO-3FH, FC, 2 drives, 48 slots	AP-TL4202A
LTO-3FH, SCSI LVD, 2 drives, 48 slots	AP-TL4203A
LTO-4FH, FC, 2 drives, 48 slots	AP-TL4204A
LTO-4FH, SAS, 2 drives, 48 slots	AP-TL4205A
LTO-4FH, SCSI LVD, 2 drives, 48 slots	AP-TL4206A

### Accessories Information

Additional Upper Left Magazine 4U/8U	AP-TL7020A
Additional Triple Mail slots (Left) magazine 4U/8U	AP-TL7022A
Additional Right magazine 2U/4U/8U	AP-TL7019A

### Warranty and Installation Information

All PivotStor AP Series Tape Libraries come standard with a 1-year, advance replacement warranty

Installation Service	AP-TL4900A
1-year extended warranty	
9hr x 5day, NBD	AP-TL4901A
9hr x 5day x 4hr response x 365 days	AP-TL4902A
24hr x 7day x 4hr response x 365 days	AP-TL4904A
3-year extended warranty	
9hr x 5day, NBD	AP-TL4905A
9hr x 5day x 4hr response x 365 days	AP-TL4906A
24hr x 7day x 4hr response x 365 days	AP-TL4908A

## TL8000 8U, 96 Slots LTO Ultrium Tape Libraries

### Positioning

PivotStor TL8000 8U tape libraries meet a wide range of continually growing data storage requirements including data retention compliance, backup, archive and disaster recovery for medium to large organizations.

### PivotStor Advantages

- Higher margin incentives
- More compact form-factor than Overland Neo 4100
- More slots count and higher capacity than the Overland Neo 4100

### PivotStor AP Series TL8000 8U Models

LTO-3HH, SAS, 1 drive, 96 slots	AP-TL8107A
LTO-3HH, SCSI LVD, 1 drive, 96 slots	AP-TL8108A
LTO-3FH, FC, 1 drive, 96 slots	AP-TL8109A
LTO-3FH, SCSI LVD, 1 drive, 96 slots	AP-TL8110A
LTO-4FH, FC, 1 drive, 96 slots	AP-TL8111A
LTO-4FH, SAS, 1 drive, 96 slots	AP-TL8112A
LTO-4FH, SCSI LVD, 1 drive, 96 slots	AP-TL8113A
LTO-3HH, SAS, 2 drives, 96 slots	AP-TL8200A
LTO-3HH, SCSI LVD, 2 drives, 96 slots	AP-TL8201A
LTO-3FH, FC, 2 drives, 96 slots	AP-TL8202A
LTO-3FH, SCSI LVD, 2 drives, 96 slots	AP-TL8203A
LTO-4FH, FC, 2 drives, 96 slots	AP-TL8204A
LTO-4FH, SAS, 2 drives, 96 slots	AP-TL8205A
LTO-4FH, SCSI LVD, 2 drives, 96 slots	AP-TL8206A

### Accessories Information

Additional Upper Left Magazine 4U/8U	AP-TL7020A
Additional Triple Mail slots (Left) magazine 4U/8U	AP-TL7022A
Additional Right magazine 2U/4U/8U	AP-TL7019A

### Warranty and Installation Information

All PivotStor AP Series Tape Libraries come standard with a 1-year, advance replacement warranty

Installation Service	AP-TL8900A
1-year extended warranty	
9hr x 5day, NBD	AP-TL8901A
9hr x 5day x 4hr response x 365 days	AP-TL8902A
24hr x 7day x 4hr response x 365 days	AP-TL8904A
3-year extended warranty	
9hr x 5day, NBD	AP-TL8905A
9hr x 5day x 4hr response x 365 days	AP-TL8906A
24hr x 7day x 4hr response x 365 days	AP-TL8908A



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