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## CA XOsoft Solutions Pricing and Licensing Guide

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### Exchange Server Failover Example

If the customer wants to protect Exchange 2003 for High Availability Failover and they are running Exchange Enterprise Edition on Windows Enterprise Server they should purchase the following:

- 1 x CA XOsoft r4 WANSync HA Exchange Enterprise Enterprise Server (on production exchange server)
- 1 x CA XOsoft r4 WANSync HA Exchange Enterprise Enterprise Server (on DR secondary server)

**Assumption:** The standby server is the same as the production environment; however this could be a standard server. You would need to identify what server OS Edition is being used and what application edition is being used for both the Production and the Replica (DR standby Server).

Eg: If the failover machine is the same as production you should license 2 x copies as described above.

### WANSync Suite

The WANSync Suite is charged per Server

**Please note:** Each WANSync or WANSyncHA license is per server, and not for 2 licenses as with BrightStor High Availability (BHA).

### WANSync Supports Many to One

With WANSync we support many to one and one to many replication scenarios, so we license per node being replicated from and how many nodes we are replication to. In many to one architectures we only support replicating File System data.

If application aware replication is required, we recommend one to one replication (I.E: Master to Replica and Replica to Replica).

### WANSyncHA Pricing

In a WANSyncHA configuration you should always sell 2 x licenses per application being protected (1 production and 1 standby) the configuration is always one to one for HA.

### Charging in Line with Operating system and Application Edition for Microsoft Platforms

You should always charge for the WANSync or WANSync HA "application" edition in line with the application being protected, with the exception of Oracle which has a fixed price. Always charge for the Operating System Edition being protected.

- If the customer is running Windows Enterprise Server with Exchange Enterprise you should license as follows:
  - CA XOsoft r4 WANSync HA Exchange Enterprise Enterprise Server
- If the customer is running Windows Enterprise Server with Exchange Standard you should license:
  - CA XOsoft r4 WANSync HA Exchange Standard Enterprise Server



## CA XOsoft Solutions Pricing and Licensing Guide

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### Application Edition License includes File Replication

If you purchase a WANSync or WANSynCHA license for Exchange, SQL or Oracle it will also include replication for files on the same server. In this instance you do not need to sell the standard WANSync or WANSynCHA solution in addition to WANSynCHA SQL, Oracle or Exchange licenses.

### Multiple applications running on the same server

If a customer is replicating multiple applications from one machine (e.g SQL and Exchange) they would be required to purchase the WANSync solution for each application being protected on the master server (with the corresponding Enterprise or Standard edition).

I.e. for application aware CDP and Replication the customer would require 2 x licenses for the production server and 2 x licenses for the replica server.

They may consider replicating each application to a separate replica server per application.

The customer may also consider replicating multiple applications to one server however this would not be application aware replication / CDP, it would be file level replication. In this scenario they would be required to replicate the underlying application file structure for each application to one replica server.

In reality it is unlikely a customer would have Exchange or SQL on the same platform unless it was in a Microsoft Small Business Server (SBS) environment.

### SBS Pricing and Support

In a SBS configuration we do not support failover (HA); we can only sell WANSync (or WANSync Exchange / WANSync SQL) for Replication and CDP. With SBS, the Active Domain controller runs on the same server as Exchange and SQL and we cannot failover a server where the domain (DNS and AD) runs local to the application.

### Pricing for File Servers

WANSync or WANSynCHA only needs to be licensed for File Replication or IIS. All other pricing is application specific.



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# CA XOsoft Solutions Pricing and Licensing Guide

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## Cluster Pricing

For clusters you should license per active node.

If the cluster is active / passive only 1 active node is required and therefore 1 x cluster license for the production server and an equivalent cluster or single host license for the standby server.

If the cluster is active/active 2 x cluster licenses for the production server are required for the 2 active nodes, and the equivalent Cluster or Single host licenses for the standby servers.

Examples of Cluster Pricing for SQL Enterprise Server:

- If the clusters are active/active:
  - 4 x WANSynCHA SQL Enterprise for Microsoft Cluster Server (MSCS)
- If the clusters are active/passive we'll license:
  - 2 x WANSynCHA SQL Enterprise for Microsoft Cluster Server (MSCS)

## Virtual Machine Pricing

There is a Virtual Machine (VM) TOPS Code / SKU for the WANSync Suite which is priced as individual WANSync/WANSynCHA components for each physical VM Server and for additional VM hosts.

You should charge for each VM Host running on the same physical server.

Example: If the customer has 1 x physical server running 1 x Exchange VM, 2 x SQL Server VM's and 3 x File Server VM's and they require WANSynCHA you should charge them for 1 instance of each component required:

- 1 x WANSynCHA Exchange (Standard or Enterprise)
- 1 x WANSynCHA SQL (Standard or Enterprise)
- 1 x WANSynCHA (Standard or Enterprise)

AND, in addition you should calculate additional VMware hosts that were not covered by the first instances of the products listed above.

I.E.:

- For Exchange: there is only 1 x VM instance, so no additional VM host is required.
- For SQL: there are 2 x instances. 1 physical host for SQL is already priced but you should add an additional VM Host using the generic VM Host TOPS Code / SKU.
- For File Server: there is 3 x VM's. 1 physical host is already priced but you should add 2 additional VM Host using the generic VM Host codes.

If the Customer wants to replicate or Failover (HA) to Virtual hosts running on the same physical machine, you should charge for 1 instance of each product / application as described above using VM Host codes / SKUs for all additional VM's running on the same machine.



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### **Any Combination of Host supported for Replication and Failover (HA)**

We support any combination of Active Cluster, Physical Host or VM host for WANSync and WANSyncHA:

Example: The customer could replicate an Exchange Active Cluster (Master) to a VMware Host (Replica) running Exchange or a physical server running Exchange.

It is also possible to replicate cross platform with WANSync / WANSyncCD for file level replication, Windows to UNIX, UNIX to Linux or Windows to Linux.

### **Enterprise Rewinder**

Enterprise Rewinder is charged per physical server or sets of servers (E.G 10 server Bundle).

The 10 server bundle enables the customer to license Enterprise Rewinder on up to 10 x Windows Servers.

Enterprise Rewinder also includes the cost of providing integrated CDP for SQL, Exchange and Oracle.

No Application Edition pricing exists for Enterprise Rewinder.

**Please note:** there is no Enterprise Rewinder product for UNIX or Linux, this was a mistake on the first OLP price book. If CDP is required for UNIX or Linux, you should sell WANSync or WANSync Oracle for Solaris, AIX or Red Hat Linux.

In this scenario, you should sell a minimum of 2 x license for UNIX or Linux (Master and Replica).

### **Assured Recovery Pricing**

If Assured Recovery is required, it should be licensed on both the Master and Replica servers.

**Please note:** Assured Recovery only supports a one to one configuration.

### **WANSyncCD Pricing**

WANSyncCD is priced per server that is part of the Replication Hierarchy including the master server and all replica machines in the configuration.

The Price is charged per server in pricing bands:

E.G: 1 – 50 Servers, 51 – 100 Servers, 101 – 250 Servers, each pricing brand reduces the price per server.

### **Inmotion Pricing**

Inmotion is charged per mailbox in pricing bands:

E.G: < 500 Mailboxes, 500 – 1000 Mailboxes, 1000 – 3000 Mailboxes each pricing brand reduces the price per Mailbox.



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### CA XOsoft Pricing Bundles with ARCserve:

The following components are included in each bundle.

#### **BrightStor ARCserve Backup / CA XOsoft Bundle for CDP**

- 1 x ARCserve Backup base product
- 2 x WANSynCHA (including Assured Recovery)
- 1 x ARCserve Client Agent
- 1 Year Maintenance

#### **BrightStor ARCserve Backup / CA XOsoft Bundle for Exchange**

- 1 x ARCserve Base product
- 1 x Exchange Agent premium bundle (includes 1 x Exchange Agent and 1 x Exchange Premium Add-On Agent)
- 1 x ARCserve Client Agent
- 2 x WANSynCHA for Exchange Standard (including Assured Recovery)
- 1 Year Maintenance