

Recovery Assurance Firms Partner Up

TSMworks and Asensus sign co-marketing agreements.

Durham, NC / Copenhagen, Denmark – February 10, 2009 (PRWEB) - TSMworks, Inc. and Asensus ApS, both players in the Recovery Assurance market, today signed agreements to distribute and support each other's Disaster Recovery Testing products.

TSMworks' product, ART: Automated Restore Testing for TSM, spot-checks restores on each and every computer at a customer's site. ART boasts comprehensive coverage, affordability, and ease of installation.

Asensus' higher-end product, SMARTtsm, can fully restore and verify complex database servers like Exchange and MS SQL. Recovery typically goes to a Virtual Machine; one VM can serve as a testing target for many database servers.

Both products target the Tivoli Storage Manager market and raise a CIO's confidence in recoverability.

Jonathan Jeans, Founder CPP Associates, New York, applauded the move. "We have seen time and time again that most enterprises can not guarantee recovery from backups." According to Jeans, complex software setup, hardware interactions, and simple human error can lead to backup success followed by recovery failure.

A further stumbling block is the expense – sometimes in six figures – of running a Disaster Recovery test at an offsite location. "Clients test a few servers periodically and call it sufficient," said Jeans. "Of course it's not. But now, the combination of ART and SMARTtsm give customers an affordable path into complete server recovery assurance."

"SMARTtsm and ART are highly complementary", says Martin Beurling, VP of Sales for Asensus. "They use different techniques, and pair together quite well."

ART's technique, spot-checking, restores a few files from every computer at the customer's site. "ART has never failed to find problems at a production site." says Mr. Lindsay Morris, CEO of TSMworks. ART, he explained, has uncovered improper client setup, damaged tapes, unacceptably slow restores, and more. "It's like sweeping the cobwebs out of your storage system."

SMARTtsm concentrates on Tier 1 servers. "Of course it proves server recoverability," says Christoffer Buchhorn, Head of Development at Asensus. "But it also helps CIOs through compliance audits, and documents RTOs."

The RTO, or Recovery Time Objective, is a critical measure of how fast a business function can be restored. "Sloppy TSM configuration might require 50 tape mounts for one restore," said Jeans. "At 90 seconds each, this hurts the RTO enormously. But there's never been a good way to know whether or not that was going to happen, until now."

ART starts at \$5,000 for 250 clients. More info is available at www.tsmworks.com

SMARTtsm starts at 770 Euro per client. SMARTtsm supports Windows clients. More info is available at www.smarttsm.com

About TSMworks: Founded in 2007, TSMworks' mission is to create leading-edge software that addresses genuine problems in the Tivoli Storage Manager marketplace. Founder and CEO Lindsay Morris also started Servergraph, a monitoring and automation tool for TSM.

About Asensus: Founded in 2003, Asensus is an IT company developing affordable software solutions within Disaster Recovery and Business Continuity. Founder Christoffer Buchhorn is currently head of Development and IP.