

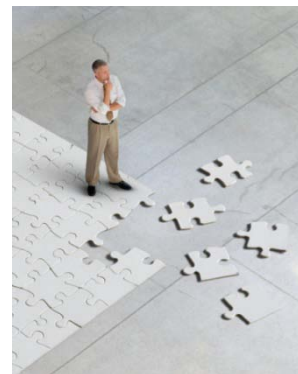
## To Be Better, To Be Quicker!

### - SalvationDATA Data Recovery Solution for IT Services Companies

Now people are encountering a situation that the Data in the disks is much more costly and more important than the disks themselves. As the industrial specialization deepens, many enterprises outsourced their IT support department to professional IT services companies. These situations bring in huge potential markets of IT services, including data recovery cases. Meanwhile many computer manufacturers also seek to cooperate with professional IT services companies in order to improve their own services. Besides, the risk of data loss for IT companies themselves also exists for everyone. The above factors generate a great opportunity for the IT services companies, as the data recovery business can be a new profit growth area.

In addition, the IT industry is facing excessive competition, because too many new comers join in the industry, cutting down the average profit for every participant companies within the industry. The IT companies are forced to look for core profit growth area which contain high technology and can not be accessed easily by unqualified new comers. Data recovery is one area that satisfies the above conditions, highly technical, advanced data recovery equipments, experienced technicians, and tidy profits.

However many IT services companies is not that professional enough in technical solutions, data recovery equipments or technicians to catch the chances, resulting customer loss and profits loss. Most of them face the same embarrassing situations.



#### **Passive Business Model, Waiting for Customers to Come**

No business can be prosperous until you find a positive way to capture customers. For the traditional data recovery market, the customers are required to visit the repair shop in person with their patient products. The service provider will undoubtedly lose more customers while the customer may not be able to find the REAL professional company to solve their problems. Passive reflect on the market demand results in the loss of profits.

#### **Lack of Advanced Equipments and Technology**

When the customer brings a failed hard drive which even can not be detected or which has defects in SA, are you feeling helpless and frustrated? The reason is simply because that you are still using FinalDATA ore EasyRecovery to recover data from the hard drive. Do you have to pass the customer to others? How can you tower your sail?

#### **Why hands Over the Chance of Big Profit?**

**The answer is simple - To be better, To be quicker!**

**Improve Your Service, Enlarge Your Business Scope**

SalvationDATA Data Recovery Solution is customized for IT industry, featured on high-intelligence, easy to use and portable characteristic. With SalvationDATA solution and equipments, IT services companies can improve to the positive business model, providing door-to-door services and value-added services for customers. SalvationDATA Data Recovery Solution fully satisfies the requirements of low cost, high Efficiency, and enlarged business from IT services companies, helping to create the maximum value for IT service companies and their customers.



**Powerful Data Recovery Functions Enable Wider Range of Market**

SalvationDATA has a number of patented technologies for its data recovery solutions, handling malfunctions like partition loss, accidental format, firmware corruption, bad sectors, head instability, etc. With SalvationDATA data recovery solution, the IT services companies no longer need to pay a large sum of money to a third data recovery company. They can undertake the in-house data recovery by themselves. Especially to big-scale IT service providers, they can digest a big bunch of orders by minimizing the possibility of help from professional data recovery companies and therefore win great benefit.

**Portable USB Design of SalvationDATA Products Bring More Projects for IT Service Companies**

Time, security and quality are the first three important factors that most companies, government, industrial and individuals will take into consideration, when they are seeking data recovery solutions. The professional IT services and repair companies are their first choices. With SalvationDATA data recovery equipment like DATA COMPASS, plus a laptop computer, the professional technician can easily provide door-to-door services no matter the place, the time and the environment for customers or Prospective customers. The big orders especially will be available, especially for the ones requiring door-to-door service from privacy involved companies or organizations.



The most important point is that you can communicate with the customers, learn more about their needs and establish good relationship with customers for further business opportunities.

**Overall Comprehensive Solutions Guarantee High Efficiency**

These Overall Comprehensive, Systematic and Complete Solutions can guarantee a high efficiency, and good sustainability of all the operations among the technical services team of IT service companies, avoiding profit losses caused by the loss of personnel. It has been proved by worldwide customers that SalvationDATA products can recover 30-50% more data from

patient drives compared with other existing tools with less 10% time of before. This improves the efficiency of the whole team and impresses the customers with good quality and good service, therefore wins more new customers and favorable profit.

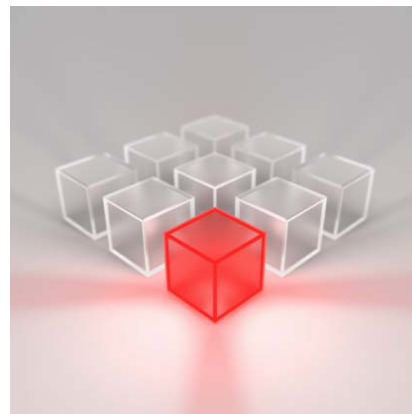
### **The Core Data Recovery Solution Meets Different Levels of Data Recovery**

SalvationDATA 3+1 Data Recovery Flow is the core solution to meet different levels of data recovery for IT service companies. The 3+1 Data Recovery Flow contains three products, **HPE PRO**, **HD DOCTOR SUITE**, and **DATA COMPASS**, to finish three stages tasks respectively: Stage 1 of Mechanical component exchanging, Stage 2 of Drive diagnosis and restoration, and Stage 3 of Data extraction and data retrieval. Both stage 2 and stage 3 can be accomplished by SalvationDATA's flagship product, DATA COMPASS. HD HPE PRO is hardware only, HD Doctor Suite and DATA COMPASS is hardware and software integrated tool.

Below shows the detailed procedures of three levels of data recovery for IT service companies.

#### **First Level, Disassemble the Disks, exchange the head, platter or motor.**

When customers give you drives to repair and the drives have damage in the head, platter, or motor, it is required to disassemble the disks and repair it in a good environment to avoid a second damage and protect the data ultimately. HD HPE PRO provides solution to this requirement.



**HD HPE PRO** is the Phase 1 tool in the 3+1 broad sense data recovery approach. This phase deals with drives with physically damaged hardware components such as head stack and spindle motor. The Universal-fit

Workbench assures you to operate on HD on a relatively stable table, making your job easier and more reliable. The Multiple Platter Exchanger maintains the original cylinder status by removing and placing each platter of the multiple platters together, so that allows you to change multiple platters without moving the platters out of alignment with each other which otherwise will result in data corruption. And the Stable Actuator Exchanger assures you to perform easy operation (removal, installation) on the Actuator of the HEAD stack position control system which is very hard to be removed and put back because of its strong magnetism and it's sensitive and embarrassed position (being very close to both the Head Stack and Media Platter), in case it slips out and touch either of its fragile neighbors. The consequences will be a disaster.

#### **Second Level, Drive restoration, repair firmware malfunctions.**

When the data loss is because of firmware corruption, it needs to restore the drives by repairing the firmware and then copy data from the patient drives. HD DOCTOR SUITE includes Seagate Doctor supporting 7200.11 family hard drives, Western Digital Doctor, IBM & Hitachi Doctor, Maxtor Doctor, Fujitsu & Toshiba Doctor, Samsung Doctor. HD DOCTOR can deal with the following firmware problems, Microcode overlays, HDD configuration tables, Defects tables, S.M.A.R.T. attributes, password protection system and etc. Each HD DOCTOR is made the best

solving more malfunctions and supporting more models.



**HD DOCTOR SUITE** can repair drives that are undetected, not responding, and drives that can be accessed but produce null data. Being the primary stage of the DR flow, another usage is to carry out all round diagnose to the drive and decide which stage to go. HD DOCTOR SUITE can do more for you, including:

- Repairs hard drive without losing the user data;
- Support hard drives based on design characteristics rather than model number;
- Support for 3.5" and 2.5" PATA/SATA drives;
- Printed circuit board (PCB) diagnostics;

- Head diagnostics and head map configuration;
- System area structure analysis, full read/write access and modules regeneration;
- One-Click auto firmware repair for most common firmware failures;
- User data area diagnostics and real-time pre-view in HEX;
- Firmware hex editing and modules database;
- ROM read/write access and automatic structure analysis and restoration;
- Control of SMART attributes;
- Firmware repository maintained officially and by third parties available;
- Hot-swap utilities, control of drive spindle motor Application specific scripts to enhance capabilities of the system;
- View and edit HDD Password using manufacturer protocols for all supported manufacturers
- Self-scan repair procedures;
- Connects to any host computer via USB 2.0, enabling the user to perform on-site recoveries

### **Third Level, Comprehensive repair solution for both logical and physical malfunctions.**

SalvationDATA top-rated data recovery product, DATA COMPASS, is hardware and software integrated. DATA COMPASS is currently the best comprehensive solution in the world which supports all brands of hard drives.

As a hardware and software integrated tool, **DATA COMPASS** aims especially at the HDD malfunctions, including logical malfunctions like partition loss, file corruption virus attack, accidental disk format, file deletion; and physical malfunctions like HDD undetected by BIOS or OS, firmware corruption, clicking, physical damage on sectors, read instability after head swap, single head damage.

Adopting USB interface in their design proposal, DC can implement its portability with this precondition (USB



Interface). One laptop, equipped with one SalvationDATA DATA COMPASS, can assure you to handle data recovery cases on any brand HD, anywhere, anytime and any environment. With built-in power convertor, DATA COMPASS can use laptops power supply directly. Thus, you can use your laptop power supply to run it.



With DATA COMPASS you can earn 50% more with 10% less time and labor than before. D DATA COMPASS can fix physical problems, such as the bad sectors problems which caused by scratch in SA and data areas and problem caused by unstable head as well as servo defect, etc. Then you don't need look for the donor head aimlessly. The powerful functions of DC make you

no need to arrange an engineer to track the whole process. DC can easily finish the work within 2-3 hours and help you recover 20%-30% more data and 30%-50% higher file open success rate than before. With 10% less investment and time of the past, you can recover more data. Thus, you have at least three marketing solutions:

1. Providing more attractive price;
2. Charging based on data amount;
3. Flexible adaption according to your management policy

DATA COMPASS can change your solo and passive business mode of doing nothing but waiting to the positive business model of providing on-site services. For those customers, such as Research Institutes, large enterprises, organizations, they never allow their confidential data out of their sight but request on-site operations. What s more, it is another absolutely competitive advantage by providing on-site services for all IT services companies.

DATA COMPASS is going to be better and stay ahead of the data recovery trend. The perspective of IT service system from the sole to comprehensive change is relied on DATA COMPASS.

**SalvationDATA provides lifelong software upgrade for all the above data recovery tools!**

### **Professional Data Recovery Training Ensures Advanced Technology**

The easy to use feature of SalvationDATA data recovery equipments enables the in-house data recovery center a strong replicability and ease of deployment. The IT employees will be capable of using the tool to provide data recovery service by giving training, especially on the DATA COMPASS. There is no more worry about the turnover of employees. The value-added trainings and tech support project enhance the data recovery capability of your in-house data recovery center, making it responsible on demand.



[SalvationDATA](#) is one trusted leading brand for its comprehensive data recovery tools and data recovery training with its advanced professional R&D team, Technical Support Department. We share with our customers the value-added data recovery products and solutions, the latest technology. The customized industrial solution helps the IT services companies to build up the comprehensive, multi-levels and service system, bringing more chances and profits for them.

**Go ahead and join the new era! [SalvationDATA](#) helps you to Be Better and Be Quicker!**



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