



Capacity Optimization Without Compromise

FOR IMMEDIATE RELEASE

Press Release

CONTACT AGENCY:

Judy Smith
JPR Communications
818-884-8282
judys@jprcom.com

CONTACT STORWIZE:

Peter Smails
Senior VP Marketing
peters@Storwize.com

**Storwize wins both “Top 20” at VMworld and “Top 10”
Companies to Watch Awards**

CRN recognizes Storwize with two awards

LOS GATOS, CA – October 6, 2009 -- Storwize, provider of capacity optimization without compromise, today announced that it has been recognized by *CRN* with prestigious awards, twice in one month. Storwize solutions are deployed at hundreds of customer locations worldwide, enabling organizations to achieve significant and immediate ROI by dramatically reducing their cost of network attached storage (NAS) and the associated infrastructure footprint, power, cooling and administrative costs.

Most recently, Storwize was named one of “Ten Storage Companies to Watch” for its unique ability to optimize primary storage capacity without compromising performance. *CRN* noted, “The company’s STN-6800 appliance compresses primary storage data by up to 90 percent before that data goes to be further optimized for archiving, tape backup, disk backup and moving across the WAN.”

Storwize was also recognized by *CRN* as one of the “Top 20 Storage Products of VMworld” for their unique ability to extend the benefits of server virtualization to storage. In spotlighting Storwize, *CRN* noted, “When used in VMware

environments, the STN-6800 can deliver up to five times the number of VMware VMDK files, which include virtual machine images, when compared to non-compressed data, all with no performance degradation.” According to research from ESG, more than 1/3 of companies deploying VMware experience increased storage capacity demands potentially negating the potential savings created by server virtualization. Storwize brings the ROI proposition of VMware for servers to storage, which in many cases is the bigger source of savings in capital, power, cooling, and floor space.

According to Bill Cordero, VP of Worldwide Channel Sales at Storwize, “We’re honored to be recognized twice by a publication that is focused on the channel and a resource to them for strategic information. Our value proposition is easy for our partners to deliver and really resonates with clients. Transparently put Storwize in front of your network attached storage of choice (CIFS and NFS) and see 2-10X the capacity without any performance degradation. It is simply the easiest way to save budget without compromise.”

About Storwize

Storwize’s unique real-time capacity optimization solutions are deployed globally helping organizations dramatically reduce their cost of storage and optimize their storage infrastructure throughout the data lifecycle. To learn more visit www.storwize.com.

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