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GRIDSTORE EXPANDS PARTNER ECOSYSTEM AS DEMAND FOR SCALE-OUT NAS SOLUTIONS FOR THE SMB MARKET ACCELERATES

Gridstore Partner Program Enables Managed Service Providers and Value Added Resellers to Expand Solutions Portfolio to Deliver Enterprise-Class Storage for SMBs at Half the Cost of Standalone NAS

Mountain View, CA. – June 28, 2011 – Gridstore™, the leader in scale-out NAS solutions for the SMB market, today announced its expanded partner ecosystem as demand for its Scale-out NAS solutions accelerate worldwide. Featuring a proven four step partner building process that includes tools and support for prospecting, recruiting, activating and growing new clients, the Gridstore Partner Program offers both managed service providers (MSPs) and value added resellers (VARs) the resources they need to successfully capitalize on the expansive storage opportunity in the small-to-mid-sized business (SMB) market.

The NAS market is expected to exceed \$6 Billion by 2014, according to the IDC Worldwide Enterprise Storage Systems forecast. The SMB market is poised to take a significant share of this market with products like the Gridstore Scale-out NAS solution that eliminates silos of traditional NAS and delivers the performance, reliability and scalability that organizations demand. The Gridstore offering is integrated with the Microsoft Windows Management Console and requires no storage expertise to implement, or manage. As a result, MSPs and VARs can leverage existing skill sets to deliver a comprehensive storage solution for SMBs with enterprise-class capabilities at half the cost of standalone NAS offerings.

“SMBs are facing the same storage challenges as larger enterprises, but don’t have the resources or budget to effectively manage their 24/7 operations,” said Kelly Murphy, CEO, Gridstore. “If storage stops their business stops and this is a risk they can’t afford. “Gridstore is addressing this major market gap by providing an enterprise-class, scale-out NAS solution customers need with the simplicity and reliability they require. Expanding our channel partner

ecosystem is an important component of our distribution model to help us rapidly advance market availability and gives MSPs and VARs a turnkey solution for the SMB market.”

Most SMBs run on standalone storage that has a single point of failure and if the storage system stops – their business stops. Using the Gridstore offering, MSPs and VARs can deliver a powerful NAS storage grid for SMBs that eliminates storage sprawl and multiple single points of failure while reducing the cost of standalone NAS solutions at unprecedented price points.

The Gridstore storage platform is designed to eliminate the risk, cost and complexity of traditional silo-based storage and gives SMBs a “Pay as you Grow” pricing model that allows organizations to add storage as needed to eliminate the high cost of over provisioning and managing storage resources - while minimizing the reliability and risk of multiple NAS storage silos.

The Gridstore Partner Program

Gridstore supports its Scale-out NAS solution with a comprehensive partner program to fuel its partners’ success throughout the entire customer lifecycle. The Gridstore Partner Program is designed to offer end-to-end support for MSPs and VARs looking to drive increased revenues by capitalizing on the increasing SMB customer demand for high availability storage solutions. Members of the Gridstore Partner Program receive innovative marketing and financial initiatives including resources, tools and support for prospecting, recruiting, activating and delivering new turnkey storage solutions to their customer base. Components of the program include deal registration and protection, co-funded demand generation opportunities and professional services. For more information, please visit: <http://gridstore.com/partners.html>.

Applauds from Gridstore Partners

[Bitech Systems Ltd.](#) is a Gridstore Premier Partner that offers disk-to-disk backup for its customers in the education industry using the Gridstore Scale-out NAS solution. “For us, downtime is not an option,” said Luke Hetreed, Bitech Systems Ltd. “With Gridstore that isn’t ever a concern. Their solution not only eliminates single points of failure, it is also simple and cost effective to manage and grow. Adding to the value of their solution is the dedicated support and resources available to us through the Gridstore partner program. It has given us the resources we needed to rapidly take advantage of the growing storage requirements of our education customers and gives them a compelling, nonstop storage experience.”

[Concentus](#) is a customer-focused IT services and solution provider and is a premier Gridstore partner. “Gridstore has given us a powerful solution for true competitive differentiation as both an MSP and a VAR,” said Fernando Sabio, principal partner, Concentus. “It eliminates single points of failure and reduces customer support costs so that we can remain exceptionally competitive. The education market in particular has extensive storage sprawl and storage growth issues. Scale-out NAS can grow as needed, so it’s a perfect fit for this market, especially since we can now offer price points that were just not possible before we partnered with Gridstore.”

[Dedicated IT](#), a regional MSP in Florida, is a Gridstore Premier Partner Program. “Gridstore offers the next generation storage grid solution that gives us the ability to deliver the high availability, high performance, scalable and affordable solution that our customers need,” said Adam Steinhoff, CEO, Dedicated IT. “Even more, Gridstore increases our profitability by reducing the time required for on-site call outs, upgrades and preventative maintenance. It’s a revolutionary solution for MSPs serving the SMB market.”

[Lanit](#) is an IT service provider is a Gridstore Premier Partner that uses the Gridstore Scale-out NAS solution both internally and to support the desktop virtualization and cloud solutions it delivers for companies throughout the Midwest. “Gridstore offers the scalable storage solution we needed without the risk of downtime or failure,” said Tony Painter, CEO, Lanit. “It was simply everything we needed to get started and even more to help grow our business by providing our customers with a simple, affordable storage experience that allows them to eliminate storage sprawl and grow without the need to overprovision resources.”

[Outsource IT](#) is a Gridstore Premier Partner and has deployed the Gridstore Scale-out NAS platform to support four different business use cases including shadow imaging of its clients’ servers and desktops, backup to the cloud, medical image archiving and SMB hosting services. “For cost effective, scalable storage that is both high performance and always available, nothing beats the Gridstore Scale-out NAS solution which gives us a compelling solution for our customers and a competitive advantage in the market,” said Mark Vilet, CTO, Outsource IT.

Pricing and Availability

The Gridstore Scale-out NAS solution is available now through Gridstore channel partners with pricing starting at \$499 for a 1TB node and \$599 for a 2TB node. For more information, please visit: <http://www.gridstore.com/>

Tweet this: @Gridstore Announces Partner Ecosystem to Deliver Scale-Out NAS Solutions for the SMB Market.

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About Gridstore

Gridstore is the leader in scale-out Network Attached Storage (NAS) products. The Gridstore Scale-out NAS solution provides unlimited storage capacity and reliability at a fraction of the cost of traditional storage products. Gridstore's next-generation NAS solution is designed for small-to-mid-sized businesses and Managed Service Providers who struggle with the risk, cost and complexity of storage sprawl and who need enterprise class storage without the cost and complexity. Founded in 2007, Gridstore is headquartered in Mountain View, California and has development facilities in Dublin, Ireland. For more information, please visit: <http://www.gridstore.com/>

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