



Tegile Systems Ships 1,000th Zebi Array in Only Two Years

Newark, Calif. – March 18, 2014 – [Tegile Systems](#), the leading provider of flash-driven storage arrays for virtualized server and virtual desktop environments, today announced that it has shipped its 1,000th Zebi™ storage array since making the solution generally available two years ago. The award-winning line of solutions, which balance high performance, high capacity, features and price, has been deployed by companies across a wide range of industries to help them overcome storage challenges associated with VDI, server virtualization, database hosting, file services and more.

Zebi storage arrays leverage the performance of SSD and low cost per TB of high capacity disk drives, delivering as much as seven times the performance and up to 75 percent less capacity required than legacy arrays. This unique approach has seen marked adoption rates among companies that need faster performance than HDD-based arrays but with less expense than SSD-based arrays.

“Customers looking to make the most of their flash investments are buying solutions like Tegile’s whose architectures have been specifically optimized for the use of flash,” said Eric Burgener, research director for IDC’s storage practice. “Their ability to hit the 1,000 unit mark within two years of release shows that their offering is well matched to the requirements of this rapidly growing market, which IDC expects will reach \$12.3B in 2016.”

Hundreds of customers in the education, financial services, manufacturing, government, legal, healthcare and transportation industries have deployed Tegile Zebi arrays, with many existing users ordering supplementary units to support additional workloads and/or for use in different lines of business.

“Tegile came out and looked at what we had, assessed our needs in the timeframe we had and implemented a solution in the middle of an outage,” said Jeremy Heide, CIO of School District 27J. “They worked with the VMware engineer that was helping us to design a storage system that would address our unique challenges and was able to deliver the Zebi solution within a week of us placing the order.”

“I understood everything that this piece of hardware and the software does in under an hour, and it was an easy hour,” Tom Trujillo, IT manager at Broadcast Interactive Media. “I was like a kid at Christmas, it was incredible to me. When they say a user-friendly interface, this really a user-friendly interface.”

“The best thing about the people we dealt with at Tegile is they came from all these big Fortune 500 companies, like Microsoft and VMware, so there is broad expertise they brought to the table” said Jay Larson, decision support manager at Mary Lanning Healthcare. “It seems like every time I call the support line at Tegile, I get exactly the right person. If I’m having a Microsoft issue, I get the person who used to work at

Microsoft. He says, 'You need to do this and this,' and I'm done. It's far and above the best support I've had lately."

"I've been in the IT business for 25 years and this is the strongest customer support I have seen. These people bend over backwards," said Vincent Lo, vice president of applications and support for Bank of Stockton. "It just doesn't happen for people to deliver at their level of service. I would not count on that with any other major company that I deal with. You just don't get that level of commitment from a vendor."

Tegile Zebi arrays are sold exclusively through the company's reseller partner ecosystem to provide customers with best-in-class products and services to meet their IT infrastructure needs. Tegile provides dedicated sales and technical resources to resellers to help close new business while its unique architecture offers the unparalleled functionality, flexibility and ease of use needed to cut storage expenditures in half, triple performance and easily manage storage without adding staff. Customers have the option to purchase units outright, lease them or go with a capacity-utilization model through Tegile's Agility Pricing Program.

"It isn't enough to simply have a concept that you think will improve upon organizations' information overload, you've got to execute with a solution that delivers what you say it will," said Rob Commins, vice president of marketing at Tegile. "Zebi arrays have found the sweet spot for hundreds of customers, allowing them to optimize their storage infrastructure without breaking the bank. We have found success as quickly as we have, shipping 1,000 units of our Zebi storage arrays in two years, by providing leading performance, a rich feature set and superior service while understanding the cost constraints that our customers operate under."

About Tegile Systems

Tegile Systems is pioneering a new generation of flash-driven enterprise storage arrays that balance performance, capacity, features and price for virtualization, file services and database applications. With Tegile's Zebi line of hybrid storage arrays, the company is redefining the traditional approach to storage by providing a family of arrays that is significantly faster than all hard disk-based arrays and significantly less expensive than all solid-state disk-based arrays.

Tegile's patent-pending MASS technology accelerates the Zebi's performance and enables on-the-fly de-duplication and compression of data so each Zebi has a usable capacity far greater than its raw capacity. Tegile's award-winning technology solutions enable customers to better address the requirements of server virtualization, virtual desktop integration and database integration than other offerings. Featuring both NAS and SAN connectivity, Tegile arrays are easy-to-use, fully redundant, and highly scalable. They come complete with built-in auto-snapshot, auto-replication, near-instant recovery, onsite or offsite failover, and virtualization management features. Additional information is available at www.tegile.com. Follow Tegile on Twitter @tegile.

MEDIA CONTACT:

Dan Miller, JPR Communications
818-884-8282, ext. 13