



Tegile Systems Continues to Scale Success Two Years After Debut

350% increase in year-over-year revenue

Newark, Calif. – February 18, 2014 – Two years after its successful Zebi product launch, Tegile Systems, the leading provider of flash-driven storage arrays for virtualized server and virtual desktop environments, continues to find success in the enterprise data storage marketplace behind record-breaking sales of its line of Zebi storage arrays, which balance high performance, high capacity, features and price to make them the best solution for a wide range of industries and applications.

Key customer wins and overall increased market penetration of [Zebi](#) arrays has led to a 350 percent increase in year-over-year revenue for the company, positioning Tegile as the top storage hardware company and taking the #4 spot on Storage Newsletter's "Top Fastest Growing Storage Companies in 2013," with the only other hybrid vendors at #17 and #1 and an all flash vendor tied at #18 as well.

Part of the year-to-year increase is attributed to higher average sale prices from increased adoption of the more advanced Tegile Zebi HA2400 and HA 2800 arrays, along with a significant number of Tegile users becoming repeat customers, ordering multiple units as they deploy hybrid storage to support additional workloads and/or deploy in different lines of business.

With the market for VDI continuing to gain traction, Tegile's Zebi line of purpose-built, flash-driven storage systems with in-line deduplication continue to offer customers the ability to centralize operations, mitigate the disruptive effects of boot storms and protect their data at a significantly lower cost than with standard hard disk-based or solid state disk arrays.

The transition from initial launch to the current scaling phase corresponds with the success of Tegile's reseller partner eco-system, which has seen the addition of hundreds of partners throughout North America and Europe since its inception. By simplifying the sales process and providing the technical resources necessary for resellers to close new business, Tegile allows its partners to offer the unparalleled functionality, flexibility and ease of use of its award-winning technology to customers without the time and costs required by other vendors. Additionally, at the end of 2013, Tegile announced its Agility Pricing Program, a cloud like capacity utilization-based model, another attractive tool for a channel partner's arsenal, allowing their customers to do an outright purchase, a standard lease or go with a cloud/utility model.

The success and growth of the company has also resulted in the need to relocate Tegile corporate headquarters to a larger facility and expand its executive team. Remaining in Newark, California, the new offices provide a state-of-the-art datacenter infrastructure for its engineering corps, which has seen the addition of Renato Maranon as its new vice president of engineering.

“With exponential phenomenal growth in the adoption rate of our Zebi arrays, symbiotic customer wins with our channel partners, the move to larger corporate headquarters and the addition of talented people to our company, these are exciting times to be a part of Tegile,” said Tegile CEO Rohit Kshetrapal. “The momentum we have seen these past two years has been incredibly strong and is reflected in the hundreds of customers in the education, financial services, manufacturing, government, legal, healthcare and transportation industries who have deployed Zebi as their storage solution of choice to overcome the data challenges of today’s modern enterprise. Our past success helps energize us to achieve even more in the future.”

Zebi arrays leverage the performance of SSD and low cost per TB of high capacity disk drives to deliver up to seven times the performance and up to 75 percent less capacity required than legacy arrays. This approach has seen marked adoption rates among companies that need faster performance than HDD-based arrays but with less expense than SSD-based arrays. Sales of Zebi arrays have been especially strong at enterprises with VDI, server virtualization, database hosting and file services applications.

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 patented 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.

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