



Tegile Systems Awarded 5-Star Rating in CRN's 2014 Partner Program Guide

Annual guide recognizes the very best channel partner programs in the market

Newark, Calif. – March 17, 2014 – [Tegile Systems](#), the leading provider of flash-driven storage arrays for virtualized server and virtual desktop environments, today announced it has been awarded a 5-Star rating in the [CRN](#) 2014 Partner Program Guide. The annual directory is the definitive listing of technology vendors that service solution providers or provide products through the IT channel. The 5-Star Partner Program rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs. This is the second straight year that Tegile has been recognized with a 5-Star rating from CRN.

Tegile's reseller partner eco-system 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.

To determine the 2014 5-Star recipients, The Channel Company's Research team assessed each vendor's application based on investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication.

"Solution providers have a lot of choices when it comes to selecting vendor partners. Identifying the right vendor, with the right technologies and the right approach can make all the difference," said Robert Faletra, CEO, The Channel Company. "Our annual Partner Program Guide and 5-Star rating recognizes the very best channel programs available in the market today to help solution providers determine which vendor delivers the best partner elements for their individual business goals."

"We are extremely pleased to have been recognized for our efforts in the channel by CRN with a 5-Star rating for the second year in a row," said Chris Noordyke, director of global channels at Tegile. "As a company that sells exclusively through the channel, we recognize that our success is directly tied to the success of our partners. We value the relationships that we have forged with them and will continue to work diligently to ensure that customers' IT infrastructure needs continue to be met with best-in-class products and services that help balance performance, capacity, features and price of their virtualization, file services and database applications."

The 2014 Partner Program Guide will be featured on CRN.com and the 5-Star Partners listing will be highlighted in the April issue of *CRN*.

About The Channel Company

The Channel Company is the channel community's trusted authority for growth and innovation, with established brands including CRN, XChange Events, IPED, and SharedVue. For more than three decades, we have leveraged our proven and leading-edge platforms to deliver prescriptive sales and marketing solutions for the technology channel. The Channel Company provides Communication, Recruitment, Engagement, Enablement, Demand Generation and Intelligence services to drive technology partnerships. Learn more at www.thechannelcompany.com.

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.

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