



Channel Commitment Fuels Tegile Systems Sales Success

New Partner Portal Ensures Top-Rated Flash Advantage Program Continues to Provide Resellers with Best Tools, Opportunities to Close Deals

Newark, Calif. – September 18, 2013 – [Tegile Systems](#), the leading provider of flash driven storage arrays for virtualized server and virtual desktop environments, today announced that its 100-percent channel sales approach has been a key component to the company's successful go-to-market strategy, which has resulted in record sales over the past quarter. With no direct sales force in place, Tegile relies on its partners' storage expertise and relationships with their customers to close new business.

Launched in March 2013, the [Tegile Channel Partner Program](#) was immediately recognized as a 5-Star Partner Program by CRN as part of an elite subset of Partner Program Guide vendors who give solution providers the best partnering elements in their channel programs. In continuation of those efforts, Tegile has developed a new Flash Advantage Partner Portal that helps better train its partner sales teams, makes sales tools more readily available and enables immediate online quoting.

"A lot of vendors like to use the word 'partner' to describe their relationship with VARs but they really don't always work together with resellers to ensure they have the tools, resources and opportunities available to help win new business," said Bernard Westwood, CFO of Syscom Technologies. "Working with Tegile is truly being an extension of their organization. Recognizing Tegile's channel program and their next generation product offerings made it an easy decision to add Tegile to our storage portfolio!"

Tegile's long-term sales strategy provides partners with a greater level of protection and return on investment. Tegile partners own the customer, control the deals and determine the value sales price and margin. The company's dedicated sales and technical resources work side by side with partners to close new business and provide the best possible service and expertise to customers. In addition, Tegile's award-winning technology helps to close deals by offering unparalleled functionality, flexibility and ease of use to allow customers to cut their storage expenditures in half, triple performance and easily manage storage without adding staff.

"Tegile has always been 100 percent committed to our channel partners and continues to be 100 percent committed to them," said Chris Noordyke, director of channel sales at Tegile. "All of our business runs through the channel and all of our sales success is due to the efforts of our partners. Even though our Partner Program is recognized with a 5-Star rating from CRN, we've raised the bar by expanding our Flash Advantage Program offerings that make an excellent program even better and further protect the interests of our channel partners."

Resellers interested in working with a storage vendor that makes it easy to do business with by providing the dedicated sales and technical resources needed to close deals can join Tegile's recently expanded partner program can at <http://www.tegile.com/become-a-partner>.

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.

MEDIA CONTACT:

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