



Channel Partners Solve VDI Challenges with Tegile Systems' Flash-Driven Storage

New generation of storage arrays make management of virtual desktop infrastructure easier, faster, more reliable, more scalable, less expensive

Newark, Calif. – September 24, 2013 – [Tegile Systems](#), the leading provider of flash driven storage arrays for virtualized server and virtual desktop environments, today announced that Tegile channel partners continue to choose its award-winning line of flash-based storage as the ideal solution that offers them the best way to easily add margin and value of sales to customers looking to take full advantage of VDI implementations.

The market for VDI continues to gain traction despite the unique challenges that face its deployment. Whether using VMware View, Microsoft Terminal Services, Citrix Xen or other virtualization solutions, purpose-built, flash-driven storage systems with in-line deduplication, such as the Zebi line of arrays developed by Tegile, provide resellers with the opportunity 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.

Additionally, companies with knowledge workers who demand all of their applications and personalization remain intact in order to have the least amount of interference in their work environment require the use of persistent desktops in VDI deployments. However, persistent desktops can be an administrative nightmare and the amount of disk space needed to maintain these settings will continue to grow. By offering a solution that features in-line deduplication, resellers are able to provide their customers capacity and performance benefits without the complexity and management challenges traditionally found with persistent desktops.

“Virtualization is one of the sought-after technologies we get asked about during sales pitches to both new and existing clients,” said Chad Ordus, vice president of sales of reseller [ISI](#). “But for all the benefits that customers can gain from deploying a VDI project, there can be capacity and performance issues that ultimately scare them off. Now with the unique performance characteristics of flash-driven storage with deduplication from Tegile, these VDI implementations don’t seem so insurmountable, which is why we prefer our storage business is with Tegile Systems versus Nimble. We’ve opened the door to a lot of opportunities we wouldn’t otherwise have had.”

Tegile has developed strong technology partnerships with Cisco Systems and VMware, which combine to solve the performance and economic challenges of VDI implementations. In May, Tegile launched a new reference architecture with Cisco and

VMware that dramatically lowers capacity and CPU utilization requirements in VDI environments, freeing up more resources to accelerate I/O performance. The integrated desktop virtualization solution offers resellers with a way to provide its customers with a simple, unified and scalable solution that provides faster deployment, efficiency and ensured compatibility.

“VDI is opening a lot of doors to resellers as the benefits of the technology become better understood and the desire to leverage those benefits grow,” said Chris Noordyke, director of channel sales at Tegile. “Turning interest into sales, however, can be more challenging. Our channel partners have found that with the help Tegile’s proven flash-driven storage that includes deduplication, they are more easily able to convert inquiries into deployments by offering a solution that results in higher capacity and significantly higher performance in virtualized environments.”

Resellers interested in offering flash-driven storage solutions to help solve their customers’ performance and economic challenges of VDI deployments 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.

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