



Tegile Systems' Zebi Arrays Provide 'Compelling' Reasons to Switch from Outdated Dell Compellent Hardware

Over 100 Tegile arrays for rip and replace

Newark, Calif. – December 3, 2013 – [Tegile Systems](#), the leading provider of flash-driven storage arrays for virtualized server and virtual desktop environments, today announced that more than 100 of its feature-rich Zebi appliances have served as a direct replacement for Dell (Compellent) hardware at customer installations, providing these organizations with significant savings from a storage utilization, performance to dollar ratio and maintenance perspective.

Rather than overspend on the forced hardware refreshes that are necessary in order to update aging Compellent systems, Dell customers have decided instead to upgrade to a new generation of flash-driven enterprise storage arrays that balance performance, capacity, features and price for virtualization, file services and database applications. Tegile Zebi arrays provide solid-state performance without sacrificing the capacity or cost advantage of hard disk storage. Inline deduplication and compression provides usable capacity that is far greater than its raw capacity without the performance hit of the traditional Compellent storage systems.

In addition to hardware replacement costs, organizations face a myriad of migration fees, unplanned downtime and other soft costs that are associated with updating Compellent equipment. Customers that have made the switch from Compellent to Zebi arrays include Credit Union of Colorado, Fanatics Inc., Minnesota Department of Transportation, Minnesota Wild, Nutraceutical and Oil Insurance Limited, among others.

"Our data center previously contained Dell Compellent storage but Tegile delivered much higher scalability, smaller footprint and simple management for the IT team. Our staff is now spending less time fixing system issues and more time addressing customers' needs," said Jim Ibister, vice president of facility administration for Minnesota Wild.

In addition to Compellent replacements, Tegile has been chosen over Dell for new installs in hundreds of other customer sites with users attesting to the superiority of Zebi arrays in price, performance and capacity.

Tegile channel partners have the opportunity to help their customers cut their storage expenditures in half, triple performance and easily manage storage without adding staff by making the switch from Compellent hardware to Zebi arrays. Tegile partners can experience levels of service and margin long gone from their current Compellent relationships. Additional incentives include a buyback of existing Compellent hardware

based on the value of the equipment. Details of all current channel offers are available at Tegile's secure [partner portal](#).

"For less than the cost of a Dell Compellent hardware refresh, organizations are increasingly upgrading their storage systems to the feature-rich Tegile storage array instead," said Rob Commins, VP Marketing of Tegile Systems. "Zebi flash-driven arrays have every critical feature included, and because of our dedupe and compression, users get 75% more capacity than they would have paid for. Dell customers and channel partners alike can benefit from a switch to a better, less expensive option that our Zebi arrays provide."

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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