



Compellent Hires Tim Floyd as Manager of Technical Solutions

Minneapolis, Dec. 14, 2005 – Compellent Technologies, a provider of modular and affordable enterprise storage solutions, today announced Tim Floyd has joined Compellent as manager of technical solutions for the company’s rapidly growing customer base. Floyd will be responsible for working directly with Compellent’s more than 75 authorized business partners to grow the channel’s technical solutions offerings.

Floyd’s experience includes more than ten years at Microsoft Corporation in product marketing, channel development and technical consulting management roles.

“Tim has an extraordinary depth of experience in creating and growing profitable technical solutions for the channel,” said Marty Sanders, vice president of technical services for Compellent. “His management acumen for channel development and proven ability to massively-scale successful technical solutions are assets that will help Compellent meet the demands of our growing customer base.”

During his tenure at Microsoft, Floyd built and supported new partner channels to sell products including LANMAN, SQL Server and Microsoft Exchange. In this role he developed channel support and technical training programs enabling partners to expand their services offerings and grow their businesses. Most recently, Floyd was practice manager for Microsoft’s North Central District services and support group. As a Microsoft services practice manager, Floyd grew and sustained a healthy partner ecosystem comprised of highly skilled partners with Microsoft technology-based consulting practices.

Floyd graduated from Marantha Baptist College and holds a Masters of Science in Technology Management from the University of Minnesota.

With the hire, Compellent continues its fast growth – expanding headcount by 30 percent within this past year. In the United States and Europe, Compellent has more than 200 customers for its innovative midrange storage area network (SAN), Storage Center.

About Compellent

Compellent delivers affordable, modular storage solutions exclusively through business partners that provide companies of all sizes enterprise storage

capabilities without big system costs or complexities. Designed by network storage and virtualization pioneers, Compellent enables any business to cut storage expenditures in half, recover from data hazards within minutes, scale to any capacity across any technology and easily manage its storage without adding staff. Headquartered in Eden Prairie, Minn., Compellent has raised more than \$38 million in financing from leading investors including Cargill Ventures, Centennial Ventures, Crescendo Ventures and El Dorado Ventures. For more information, visit www.compellent.com.

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