



AHC Selects Compellent SAN for Multi-Site Replication and Affordable Business Continuity Solution

iSCSI Connectivity Enables Cost-Effective Long Distance Replication, Speeds New Account Processing by 80 percent

Minneapolis, May 8, 2006 – Compellent Technologies, a provider of affordable and modular enterprise storage solutions, today announced AHC, a leading healthcare receivables management company, has selected Compellent's Storage Center™ storage area network (SAN) with Remote Instant Replay for multi-site replication and affordable disaster recovery.

AHC recently implemented a successful document imaging solution which dramatically cut the time and costs associated with paper transfer of accounts between offices. To achieve the full productivity gains and agility promised by their document imaging efforts, however, AHC needed a faster way for remote offices in three states to access up-to-date digitized account files. AHC also needed an affordable way to quickly and easily recover all of their digital account files in case of disaster. AHC chose Compellent's Storage Center to replicate account images out to multiple remote offices and provide a comprehensive disaster recovery solution.

With Storage Center's Remote Instant Replay, AHC is able to replicate digitized accounts to field offices every 4 hours, 80 percent faster than before. Employees in branch offices can easily access and work on current account files without the noticeable delays that occurred when opening images across the WAN. "Compellent delivered enterprise-class features at an SMB price point," said Chris Stettler, IT director for AHC. "By using IP-based replication, we can cost-effectively prepare for and recover quickly from a disaster—a very real possibility for our Boca Raton, Florida office."

Remote Instant Replay only transfers recently changed data which reduces the amount of bandwidth required and allows AHC to continually replicate at a very low cost. By continuously replicating snapshots over IP to a backup data center, AHC can cost-effectively recover to any point in time should a disaster or disruption occur.

Storage Center's intuitive management console enables AHC to fully automate the replication process, instantly verify replication success and easily make

replicated volumes active. AHC is also able to manage and prioritize every volume it replicates so critical account images always replicate first.

Compellent distributes through a select national network of business partners that are trusted advisors on their clients' technology decisions. Mavenspire, a Baltimore, Maryland data consulting firm, worked closely with AHC to understand its requirements and design a solution that delivers high-end functionality at an affordable price. "Storage Center has allowed AHC to cost-effectively replicate data between their offices, providing greater business productivity and disaster preparedness," said Michael Tanenhaus, principal for Mavenspire.

About AHC

Founded in 1992, AHC Healthcare Receivables Management is proud to be the largest and most successful attorney based receivables management company in the healthcare industry today. Employing over 500 healthcare reimbursement professionals, approximately 100 of which are attorneys, AHC utilizes federal and state regulations, established case law, and client specific protocols to provide guaranteed results to some 750 healthcare providers nationwide. AHC operates out of six locations, including Monterrey, Mexico, with their headquarters located in Manassas, Virginia.

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.

Contact Information:

Scott Horst
Compellent Technologies
952-294-3300
shorst@compellent.com

Rob Davis
Haberman & Associates
612-338-3900
rob@habermaninc.com

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