



OfficeWare Replaces iSCSI-only SAN with Compellent's Storage Center

Compellent SAN cuts storage management time in half; delivers 300 percent performance boost

Minneapolis, June 1, 2006 – Compellent Technologies, a provider of affordable and modular enterprise storage solutions, today announced OfficeWare, a full service business equipment dealership, has selected Compellent's Storage Center™ storage area network (SAN) to reduce the time and complexity of managing storage and increase performance for critical business applications.

With its previous iSCSI-only SAN, OfficeWare was experiencing considerable delays when copying files and starting up or shutting down servers. When preparing to install a core business management application, the team realized they needed a SAN with higher performance to support OfficeWare's ongoing growth.

"To take our IT organization to the next level of service we needed a flexible, high performance storage solution that could be easily managed by a small staff," said Chris Resch, chief technology officer for OfficeWare. "With Storage Center we get performance with Fibre Channel, flexibility with iSCSI and extraordinary ease-of-use that has slashed our storage management time by 50 percent."

With the Compellent solution, OfficeWare has seen a three-fold increase (300 percent) in transfer rates, while having the flexibility to connect servers via both Fibre Channel and/or iSCSI at any time. Compellent integrates iSCSI and Fibre Channel server connectivity into a single hardware and software architecture.

Midsize businesses need both Fibre Channel and iSCSI server connectivity to optimize their storage resources. Fibre Channel delivers the performance required for critical business applications while iSCSI enables an organization to cost effectively add new devices to their storage area network by utilizing existing IP infrastructure.

Compellent distributes through a select national network of business partners that are trusted advisors on their clients' technology decisions. The Davenport Group, a data storage consulting firm, worked closely with OfficeWare to understand their requirements and design a solution that delivers flexibility and performance at an affordable price. "Compellent's flexible architecture lets OfficeWare utilize high-performance Fibre Channel server connectivity for critical

business applications today and add lower cost iSCSI connectivity at any time,” said Paul Clifford, principal and founder of The Davenport Group.

About OfficeWare

OfficeWare is a Kentucky-based regional full-service business equipment dealership with offices in Louisville, Lexington and Bowling Green, Kentucky; Evansville, Indiana; and Marion, Illinois specializing in the document output and document management needs of their customers. By offering a complete range of top quality business products from the #1 and #2 market share leaders, Lanier (Ricoh) and Canon, OfficeWare strives to understand the customer’s workflow and the proper integration of hardware and software, resulting in a productive and efficient environment.

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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