



NEWS RELEASE

Compellent and Virtual Iron Target Mid-Market with Easy-to-Use, Cost-Effective Virtual Infrastructure Management Capabilities

Companies Deliver Enterprise-Class Server and Storage Virtualization Solutions for Flexible Disaster Recovery, Utilization

EDEN PRAIRIE, Minn. and LOWELL, Mass. – June 26, 2007 — Compellent (www.compellent.com) and Virtual Iron Software (www.virtualiron.com) today announced they are teaming to deliver enterprise-class server and storage virtualization capabilities to the mainstream market and enable more users to take advantage of the significant benefits of virtual infrastructure management. The companies will collaborate on joint marketing, sales and product development aimed at small and medium-sized organizations, such as the Office of the Attorney General of South Carolina and PGA TOUR Superstores, looking to reduce the cost and complexity of their IT infrastructure.

By deploying Compellent virtualized storage with Virtual Iron server virtualization technology, users gain a simple, flexible and cost-effective virtualized infrastructure that easily adapts to changing business requirements. The combined capabilities help organizations easily apply virtualization for improvements in resource utilization, simplified patch management and back-up, and more cost-effective disaster recovery and capacity management.

The South Carolina Office of the Attorney General recently implemented Virtual Iron Infrastructure and Compellent's SAN for data consolidation and recovery. The ease of use of the solution is allowing the IT department to focus resources on an electronic document archive system that will house relevant legal opinions dating to 1856--without adding a single staff member.

“Since we maintain vast amounts of digitized briefs, correspondence, evidence, and other case documents, we needed fast access and quick data recovery to effectively prosecute crime at all judicial levels in South Carolina,” said Sandee Sprang, director of information technology of the Office of the Attorney General. “Combining Virtual Iron and Compellent server and storage virtualization features has helped us deliver better utilization, comprehensive archiving and faster service for the attorneys, administration and staff serving our constituents.”

“After evaluating the features, functionality and pricing of server and storage virtualization products from other vendors, Virtual Iron and Compellent were easy choices,” said Gentry Ganote, CIO of PGA TOUR Superstores. “With Virtual Iron and Compellent, we can now easily manage our servers and storage and benefit from a level of cost savings, reliability and ease of deployment previously not available from our ‘physical’ server environment. The performance of the Virtual Iron virtual machines is outstanding and we’ve seamlessly integrated our blade servers and the Compellent SAN.”

Virtual Iron provides an enterprise-class virtualization and virtual infrastructure management platform for one-fifth the cost of comparable alternatives. Compellent provides a modular, virtualized storage system that enables a virtual infrastructure environment to enhance storage utilization, data protection, disaster recovery and virtualized server availability. Together, Virtual Iron and Compellent can provide organizations the ability to consolidate hardware to help reduce capital expenses and become more agile at the same time by:

- automating service level agreement management - allowing workloads to receive the capacity they need when needed, without administrative intervention;
- simplifying business continuity - allowing workloads and data to be replicated remotely without complex infrastructure;
- speeding patch management - allowing administrators to test patches on live systems and roll back if necessary.

Compellent's storage virtualization can easily accommodate the large number of applications that can run on Virtual Iron Infrastructure. Advanced SAN features such as Compellent Automated Tiered Storage and Thin Replication help further lower storage costs and enable continuous data availability for virtualized environments

"Compellent and Virtual Iron create a powerful end-to-end virtualization solution that promises to simplify server and storage management, improve utilization and drive costs out of data centers," said Bruce Kornfeld, vice president of marketing for Compellent. "Compellent continues to extend the benefits of storage throughout the enterprise by significantly reducing costs and administrative overhead, enabling customers to focus on initiatives such as server consolidation through Virtual Iron virtualization technology."

“Together, Virtual Iron and Compellent deliver affordable, production-ready virtualization and management solutions to the mainstream market,” said Mike Grandinetti, chief marketing officer at Virtual Iron Software. "Compellent's flexible, easy-to-deploy storage solutions combined with Virtual Iron's advanced virtual infrastructure management and workload migration capabilities, enable users of all sizes to leverage the full power and ROI of server virtualization.”

About Compellent Storage Center

Storage Center builds on its Dynamic Block Architecture to deliver a scalable, open-systems hardware platform that is designed to allow businesses to mix and match disk drives, controllers and enclosures; an integrated foundation of core storage capabilities providing functionality previously available only in high-end systems; a suite of software applications that can optimize utilization, automating replication and speeding data recovery; and a single, intuitive, centralized management interface streamlining storage administration.

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. For more information, visit www.compellent.com.

About Virtual Iron Software, Inc.

Virtual Iron provides enterprise-class software for server virtualization and virtual infrastructure management at one-fifth the cost of comparable alternatives. Its solutions enable companies to dramatically reduce the complexity and cost of managing and operating their data center. Virtual Iron delivers advanced virtualization capabilities that exploit industry standards, open source economics and built-in hardware-assisted acceleration. It is available for free download at <http://www.virtualiron.com/free>. Organizations use Virtual Iron for server consolidation, rapid provisioning, business continuity, capacity management and virtual desktop infrastructure to deliver significant improvements in utilization, manageability and agility. The company is privately held and based in Lowell, Massachusetts. For more information, visit <http://www.virtualiron.com> or email info@virtualiron.com.

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