

COMPELLENT CHANNEL PARTNER FORDWAY WINS EUROPEAN IT EXCELLENCE AWARD FOR “GREEN” SAN DEPLOYMENT

- Jcom is a finalist for the Data and Information Management Award -

Amersham, UK – February 11, 2008 – Compellent today announced that two of its UK channel partners have been selected as winner and finalist in the IT Europa 2008 European IT Excellence Awards.

Fordway Solutions Ltd, one of the UK's leading networking and IT infrastructure specialists, was selected as winner of the 'Data and Information Management' award category with its deployment of a virtualised storage platform and disaster recovery solution for gm2 Logistics, a warehousing and logistics company near London. gm2 Logistics installed a Compellent Storage Centre storage area network (SAN) and VMware platform to virtualise its storage and server environment, enabling the company to reduce its data center footprint by a third and reducing its energy consumption by a similar amount.

At the same time, Jcom UK Ltd, a reseller that specialises in managing business critical IT assets, took second place in the 'Data and Information Management' award category. Jcom was nominated as a finalist for its installation of a 10TB multi-site disaster recovery solution for Barhale Construction using two Compellent SANs.

Commenting on the award, Andy Hardy, managing director of international sales at Compellent, said: “Compellent is passionate about providing its partners with award-winning data storage solutions that will save their customers time and money, while reducing their carbon footprint. Compellent’s powerful proposition of automated tiered storage, thin provisioning and virtualisation is helping to lead the market towards a new and vastly more efficient era of networked storage solutions.”

Richard Blanford, managing director of Fordway, said: “We’re delighted to have been selected as the winner of this influential award, which recognises our commitment to providing exceptionally capable, leading-edge data and information management solutions to our clients. When compared to the alternatives on the market, the Compellent SAN delivers unrivalled functionality while significantly reducing the total cost of ownership and the demands on their internal IT support and management.”

James Byrne, managing director of Jcom UK Ltd, said: "We're delighted to have been nominated as a finalist for this award. We pride ourselves on working closely with our customers, especially Barhale, to provide innovative but proven data management solutions. We would like to thank the sponsors and also Compellent who were instrumental in providing the technology that best met Barhale's needs."

The European IT Excellence Awards are the first pan-European awards to recognise the crucial role that Independent Software Vendors (ISVs) and Solution Providers play in the delivery of real world solutions, and attracted entries from more than 30 countries. Entries were submitted by ISVs and resellers describing the solution provided and each had to be supported by an endorsement by the client. 49 companies from 16 countries made the finals. The winners were selected by an independent panel of consultants and editors. The awards, organised by IT Europa, are supported by the leading pan-European channel magazine, 8020 EUROPA.

About Fordway

Fordway Solutions is one of the UK's leading enterprise management, data storage, IP networking and IT infrastructure specialists. Based in Godalming, Surrey and with offices in Oswestry, Shropshire, the company partners with leading industry hardware and software vendors and has provided successful business solutions for many leading major UK organisations. For more information, please visit <http://www.fordway.com>

About Jcom

Jcom UK Ltd provides specialist, technology-based IT services and products. Established in 1999, Jcom has been helping organisations of all sizes across many sectors to gain control of their critical software and hardware assets. Our services reduce technical and commercial risk and improve performance of IT infrastructure assets, resulting in enhanced operational and financial returns. For more information, please visit <http://www.jcom.co.uk>

About Compellent

Compellent is a leading provider of enterprise-class network storage solutions that are highly scalable, feature-rich and designed to be easy to use and cost effective. For more information, please visit <http://www.compellent.com>

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