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News Release

Gillette Children's Specialty Healthcare Selects Compellent Storage Area Network to Move and Manage Growing Volume of Valuable Patient Data

Compellent's modular storage solution provides flexible and scalable foundation for enhanced patient services

Minneapolis, Dec. 14, 2004 – Compellent Technologies, a provider of modular, affordable storage solutions distributed exclusively through a select national network of business partners, today announced Gillette Children's Specialty Healthcare has selected Compellent's Storage Center® storage area network (SAN) to manage their growing volume of valuable patient data. Gillette Children's Specialty Healthcare is a not-for-profit hospital and group of clinics – internationally recognized for its work in the diagnosis and treatment of children, adolescents and adults with disabilities and complex medical conditions.

In preparing to implement a new Clinical Information System (CIS), Gillette Children's recognized the need for a better way to move and manage its rapidly growing volume of data. Gillette was storing more than two terabytes of patient data across seven different servers – making storage management a redundant, time-intensive process.

“As demand for specialty diagnosis and treatment services continues to grow, we require a flexible enterprise storage solution that scales in conjunction with the needs of our Clinical Information System and imaging storage,” said Dan Viskoe, Gillette's network supervisor.

Gillette's Center for Gait and Motion Analysis is the busiest gait lab in the country. State-of-the-art equipment is used to record and analyze a patient's movement, walking ability and oxygen/energy consumption – generating 500 MB of video and data per patient. Gillette needed to support this rapidly growing volume of imaging data and comply with HIPPA requirements to store data a minimum of three years.

“The Compellent SAN not only provides unlimited expansion to meet our future storage needs, but will also allows us to securely replicate data between our St. Paul headquarters and other offsite clinics,” said Viskoe. “The remote backup capability gives our staff peace-of-mind with regard to our most valuable data.”

Compellent distributes exclusively through a select national network of business partners that are trusted advisors on their client's technology decisions. Convergent Storage Systems, a regional data storage consulting firm, has

worked closely with Gillette throughout the process to understand their requirements and design a solution that delivers high-end functionality at an affordable price.

“Storage Center will provide Gillette a flexible and scalable foundation to keep pace with their growing number of patients and enhanced patient services”, said Convergent’s President, John Dusek.

About Storage Center

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

About Compellent

Compellent delivers affordable, modular storage solutions exclusively through business partners that provide companies of all sizes enterprise-level 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 \$23 million in financing from leading investors including Cargill Ventures, Crescendo Ventures and El Dorado Ventures. For more information, visit www.compellent.com.

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