



## NEWS RELEASE

**Press Contact:**

Curtis Chan  
CHAN & ASSOCIATES, INC.  
Phone: 714-447-4993, x100  
Email: [cj\\_chan@chanandassoc.com](mailto:cj_chan@chanandassoc.com)

### **ProStor Systems Reports Strong Market Traction in 2009, Adds New Backup Features to ProStor InfiniVault® for 2010**

*Widespread adoption of ProStor InfiniVault continues in 2010 as the company adds new features to eliminate the need for tape-based systems*

**BOULDER, CO – FEBRUARY 1, 2010** – ProStor Systems, the leader in enterprise-class removable disk storage systems for business backup, archiving, and long-term data retention and management, today reported significant market growth in 2009 for its flagship product, ProStor InfiniVault. ProStor InfiniVault sales increased throughout the year, growing 250% in the second half, reflecting its strong market adoption versus other tape or optical solutions. Additionally, the company announced that it has added new features to the product as well as running a promotion for its ProStor InfiniVault Model 30 or Model 100 during February and March of 2010.

Commenting on his success selling ProStor InfiniVault to customers, Jack Lemmers, president of Integrated Imaging said, "We market document management systems to clients who have large amounts of permanent data that need long-term storage. To meet their needs, we have always recommended WORM storage. We promoted optical systems prior to offering ProStor InfiniVault in our solutions. But when our major supplier (Plasmon) went out of business, we discovered that the remaining optical technology hardware choices out there were no match for the "set it and forget it" capabilities of ProStor InfiniVault, which is extremely valuable to those clients requiring compliant data storage practices."

TwinStar, Inc. president Steve Gaumont, tested the new release of ProStor InfiniVault being announced today and added his perspective on the product's market success, "We found ProStor InfiniVault to be a superior resource for archiving after we did significant research for our customers. You don't face drive obsolescence the way a user would with tape or optical storage, and that's one of the most costly ongoing investments users have to make. In addition, we were impressed with ProStor InfiniVault's excellent price/performance value."

As more customers recognize the business and financial benefit of archiving data with ProStor InfiniVault, the company is pleased to introduce several new system features that will eliminate the need for tape- or optical-based storage systems:

#### **Feature 1: RDX® Direct Backup**

The RDX Direct Backup target feature allows one or more RDX slots in a ProStor InfiniVault to be accessed directly by backup software. RDX Direct Backup enables multi-purpose usage of ProStor InfiniVault where the predominant usage is expected to be as an archiving system.

Customers can eliminate tape by using modern removable disk media, properly archiving their data while backing up the remaining data maintained in primary storage.

### **Feature 2: Consolidate Data to a Larger Cartridge**

Consolidate data is another new utility feature of the ProStor InfiniVault that may be invoked by an administrator to consolidate data from one or more cartridges to one or more other cartridges. The typical usage of the feature is to consolidate data from smaller capacity cartridges to larger cartridges and reduce the number of slots required for online data. Without this feature, a traditional NAS filled to capacity would require purchasing another shelf of disk storage and performing multiple moves of the data.

### **Feature 3: Reconstruct Copy of a Cartridge**

Reconstruct is a utility feature of ProStor InfiniVault that may be invoked by an administrator to reconstruct a copy of a cartridge. This feature is an enhancement of the robust disaster recovery features of ProStor InfiniVault. Currently, users of ProStor InfiniVault can make one to four copies of a file and replicate to an offsite system. Should one of the cartridges get damaged or lost, a new copy can now be generated by the system from the other copies of the data.

“We are excited to witness the continued widespread acceptance of ProStor InfiniVault as the most popular alternative to tape and optical storage solutions, and expect the system enhancements for the latest release of ProStor InfiniVault to gain an even larger customer following in 2010,” added Frank Harbist, president and CEO for ProStor Systems. “The new features of our ProStor InfiniVault line provide operational and cost efficiency benefits for SME users looking to execute a major tape-elimination project or disaster recovery plan. Combined with RDX removable disk cartridges now available in 640GB native capacity, and with street prices nearing 50 cents per gigabyte, businesses have an unbeatable solution for their long term storage needs.”

Mark Peters, a Senior Analyst with Enterprise Strategy Group, commented, “Having secured distribution of the RDX<sup>®</sup> removable disk format through all the major distribution channels, it is good to see ProStor Systems focusing on extending the capabilities of its ProStor InfiniVault solution. These new features – both the back-up capability and the enhanced DR tools for data consolidation, reconstruction and reporting – show the company’s determination to extend the suitability of its solutions into the large and lucrative SME market.”

### **New Promotion**

To highlight this new release, ProStor is offering a promotion for customers purchasing a ProStor InfiniVault Model 30 or Model 100 during February and March of 2010. For customers purchasing an additional 10-slot Removable Disk Unit (RDU), ProStor will fill it up by providing the end customer with 10 (ten) - 500GB RDX removable disk cartridges. This provides the customer with 10TB of capacity (assuming 2:1 compression) at no additional charge allowing them to immediately start using the system for backup in addition to meeting their data archiving needs. The MSRP for ProStor InfiniVault Model 30 is \$29,995, and the Model 100 is \$69,995.

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### **About ProStor Systems**

ProStor Systems provides industry-leading solutions for the cost-effective, long-term storage of digital information. ProStor’s RDX<sup>®</sup> removable disk technology is sold by leading server manufacturers Dell, HP, IBM, and others who combined have shipped over 100 petabytes to 200,000 customers worldwide. ProStor InfiniVault<sup>®</sup> is the most cost-effective storage system for the long-term retention of data and images. ProStor InfiniVault integrates information

management software, online disk, and RDX removable disk to simplify retention management while automating disaster protection and regulatory compliance. This intelligent storage system is replacing optical, tape, and disk in healthcare, document imaging, financial services, digital video archive, service provider, and government markets.

For more information about ProStor Systems, visit <http://www.prostorsystems.com> or contact the company at [info@prostorsystems.com](mailto:info@prostorsystems.com) or 303-565-3100. Visit <http://www.rdxstorage.com> to learn more about RDX removable disk technology.

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