

## **NEC CORPORATION OF AMERICA and SANRAD Cement Reseller Agreement**

***Companies Carry iSCSI Deeper into the Enterprise, Cost-Effectively Extending the Benefits of FC SAN to Remote and Departmental Servers***

**SAN MATEO, Calif. – March 12, 2007** – SANRAD Incorporated, a leading supplier of low-cost SAN connectivity and management, announced a strategic reseller agreement with NEC Corporation of America (NEC), a premier provider of IT, network, storage and storage software solutions. SANRAD will join NEC's partner ecosystem to deliver an expanded end-to-end storage solution to customers. This agreement strengthens and accelerates SANRAD's rapid expansion into the enterprise market.

"Partnerships are a key component to NEC's efforts to expand the scope and capabilities of our storage offerings, and deliver the most cost-effective solutions to customers," said Matthew Wolken, vice president of Fault Tolerant Servers and Enterprise Storage, NEC Corporation of America. "SANRAD's high quality, low cost value is an ideal complement to our S-Series storage systems and aligns with our goal to meet the full range of customer's storage needs."

"Solidifying a strategic partnership with a highly regarded company such as NEC is a key ingredient to our company's success and enables us to deliver the V-Switch to an expanded customer base," said Dave DuPont, vice president of marketing at SANRAD. "This partnership further demonstrates iSCSI's place in the enterprise and the benefits it can leverage across the entire organization."

SANRAD enables enterprises to connect servers to NEC S-Series storage arrays using iSCSI and reduces the cost to do so by 90 percent. Its storage virtualization capabilities centralize management and improve utilization across servers and NEC storage systems to deliver a significantly lower cost of ownership when compared to traditional networked storage solutions. Moreover, the combined NEC and SANRAD solution ensures continuous data access, delivers high performance and enables business continuance to improve the quality of service demanded by today's data center clients.

### **About SANRAD**

SANRAD is transforming the way enterprises implement and manage storage solutions by providing every server with low cost SAN connectivity and management. SANRAD gives

enterprise IT managers an economical solution that extends centralized data protection and access across the entire organization. For more information, please visit [www.sanrad.com](http://www.sanrad.com).

### **About NEC Corporation of America**

NEC Corporation of America is a leading technology provider of network, IT and visual display solutions. Headquartered in Irving, Texas, NEC Corporation of America is the North America subsidiary of NEC Corporation (NASDAQ: NIPNY), and delivers technology and professional services ranging from server and storage solutions, digital presentation and visual display systems to biometric security, optical network, radio communications and IP voice and data solutions. NEC Corporation of America serves carrier and both SMB and large enterprise clients across multiple vertical industries. For more information, please visit [www.necam.com](http://www.necam.com).