

SANRAD Achieves Record Sales in Q4 2007 with iSCSI Solutions Optimized for Server Virtualization and Disaster Recovery

iSCSI Demand is Skyrocketing Due to Perfect Fit in Virtual Server Infrastructures

MOUNTAIN VIEW, Calif. – February 4, 2008 – SANRAD, Inc., a leading supplier of Storage Area Network (SAN) connectivity and management solutions, today announced that the company experienced double-digit growth in Q4 2007 as demand for its intelligent network switches accelerated worldwide. SANRAD V-Switch solutions capitalize on the huge market need for easy, robust SAN connectivity and storage management for any physical or virtual server in their infrastructure.

“After extensive evaluation, we chose SANRAD because it offered a true high-availability solution without the high price tags that we saw from other vendors,” said James Bygland, CIO, West Coast Bancorp™. “I was equally impressed by their customer references who gave SANRAD high marks on customer support and executive commitment.”

2007 Year in Review

With over 1200 installations worldwide, SANRAD achieved significant milestones in technology, customer and partner areas. Key 2007 company highlights include:

- The SANRAD V-Switch 3400 was named a Storage Networking Equipment finalist for the 2007 Storage Products of the Year Awards by SearchStorage.com and Storage magazine.
- Dave DuPont, Chief Executive Officer, took the leadership helm to drive an effective growth strategy, establish a focused channel model, and simplify worldwide operations. Under his leadership since May, the company experienced 34 percent growth in sales from 1H 2007 to 2H 2007.
- SANRAD scaled to meet growing demand with the appointment of seasoned executives Kim Tchang, Vice President of Marketing, and Tracy Hawkey, Vice President of Sales.
- SANRAD announced the V-Switch 3400 with integrated StoragePro software and iSCSI to Fibre Channel (FC) protocol conversion as the latest addition to SANRAD's product line to use iSCSI and embedded data management services to extend the inherent benefits of that FC SAN across the data center.
- SANRAD customer, Bardel Entertainment, was named a finalist in Storage Networking World's (SNW) “Best Practices in Storage” awards program.
- SANRAD announced that it fully supports VMware Virtual Infrastructure 3 and recently received VMware certification.
- SANRAD successfully executed on channel recruitment and expansion in US, UK, Germany, and China to meet growing market demand.
- SANRAD secured major wins in new enterprise accounts across all industries including financial services, healthcare, legal, education, and government.

2008 Outlook

Throughout 2008, SANRAD will leverage its continuing momentum with large enterprises, including a laser focus on virtualization services. By transforming the way enterprises implement and manage storage solutions, SANRAD is able to provide every virtual or physical server with low-cost SAN connectivity and management. This gives enterprise IT managers an economical solution to extend centralized data protection and access across the entire organization.

“22 percent of server virtualization buyers are already planning on implementing iSCSI as the server farm target. Of those, over 50 percent use iSCSI specifically to support that virtual infrastructure - which means the fact that the IP network is already virtual, running networked iSCSI storage makes getting into production easier and faster,” said Mark Bowker, Analyst, Enterprise Strategy Group. “SANRAD completes the eco-system by providing all the storage virtualization services seamlessly.”

“The market opportunity for iSCSI-based enterprise server virtualization storage solutions is massive and taking off,” said DuPont. “SANRAD has built the core elements to seize and dominate this mounting market opportunity. With compelling and differentiated product architecture, SANRAD has the innovative technology to deliver a powerful return on investment for its customers. We have matched this superior product set with a proven go-to-market strategy that continues to capture mid-market and enterprise customers. We are in a prime position for dynamic growth with the exploding opportunity in this market segment and are thrilled at our prospects for 2008.”

On February 21st, SANRAD will host a Disaster Recovery Webinar addressing different approaches for overcoming disaster recovery challenges, including important considerations, best practices and key insights from a major Florida data center. Attendees will learn how to save time, money and effort while deploying enterprise-class disaster recovery using any storage by registering [here](#).

About SANRAD

SANRAD transforms the way that enterprises implement and manage storage solutions by providing any physical or virtual server with low-cost, robust SAN connectivity and management. SANRAD delivers intelligent storage networking switches with integrated virtualization, management, and disaster recovery services. SANRAD V-Switch and unique software technology provides open, high-availability solutions optimized for storage consolidation and server virtualization. For more information, please go to <http://www.sanrad.com/>.