



## **SANRAD'S V-Switch Supports Storage Capacity Growth and Cost Savings for Spokane Public School District**

**SAN FRANCISCO – February 7, 2006** – SANRAD Incorporated, a leader in developing and delivering intelligent iSCSI SAN solutions, today reported that the recent deployment of its V-Switch is providing dramatic cost savings while responding effectively to growing storage capacity demands within the Spokane Public School District of Spokane, Washington.

The Spokane Public School District is the city's largest employer, encompassing more than 3,000 teachers and overseeing a network of more than 10,000 computers, as well as an extensive Fibre Channel-based storage area network (FC SAN). Because of its size, it faced challenges similar to those that many large organizations confront.

First was the need for increased storage capacity on the existing FC SAN, coupled with the related need to significantly reduce the district's total cost of ownership on its SAN infrastructure. Lead network administrator Kevin Mount explains, "We had teachers requesting terabytes of storage space just for themselves, but we knew we couldn't continue to keep adding server after server to our Fibre Channel SAN. The HBA costs alone were killing us."

A second challenge concerned the need to easily manage the lifecycle of data, as well as to protect that data according to its inherent value and either archive or retire it when appropriate. A third, critical element concerned the need to share and control access to the storage pool.

Mount knew that he could find cheaper FC SAN solutions, but believed a move to an iSCSI-based solution would prove more cost effective over the long run, as well as provide other benefits in the form of additional features. Besides cost, virtualization capabilities were the most important criteria. With iSCSI as the clear answer, San Francisco-based-SANRAD's V-Switch 3000 iSCSI switch took the upper hand from the very beginning. "We found competing products at higher price points that didn't match SANRAD's feature set."

SANRAD reseller RADirect, Inc. [www.rad-direct.com](http://www.rad-direct.com) sent Mount a V-Switch 3000 unit to demo on the Spokane network. Says Mount, "The V-Switch did exactly what it promised to do. The virtualization capabilities, open architecture design and ability to integrate with our existing equipment really sold me."

Today, Mount and his colleagues enjoy cost savings, flexibility and simplicity delivered by their new and improved tiered storage network. Teachers and administrators have easy access to materials from anywhere in the district. "We are now able to utilize our storage space so much more effectively," boasts Mount, adding, "Network storage costs have sunk to one tenth of what they were prior to the IP SAN implementation."

In the near future, Spokane plans to add even more applications, including a document imaging system and disk-to-disk backup, as well as move the district's security system to the IP SAN. The purchase of additional V-Switch units for clustering purposes is also under consideration.

**About SANRAD**

SANRAD is the leading iSCSI SAN provider, delivering intelligence at the network layer, empowering hundreds of organizations worldwide to effectively access, share and manage storage across standard Ethernet environments. SANRAD delivers a new dimension in the continuity and simple management of vital business information by coupling standard IP connectivity with critical network-based storage services. SANRAD is the only iSCSI SAN company to create open IP-based SANs that enable continuous data protection, virtualization, local and long distance replication and effective resource provisioning with unbeatable price/performance. SANRAD's U.S. sales, marketing and support offices are located in Silicon Valley/Bay Area, Calif., with research and development and international sales offices in Tel Aviv, Israel. SANRAD is backed by leading venture capital firm Sequoia Capital and is a member of the RAD Group, a family of more than 20 independent companies that together make up one of the largest multi-national revenue producers in networking.

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