



## **Zycko Networks signs Distribution Agreement with SANRAD**

*Zycko Networks now sells SANRADs high performance Storage V-Switches for IP-based Storage Area Networks (SANs) in Germany, Austria and Switzerland*

**Berlin, 01st November, 2006** – Zycko Networks GmbH, distributor for storage and network solutions as well as network accessories and network hardware has concluded a distribution contract as an authorized distributor for SANRAD, a leading manufacturer for iSCSI storage area networks. Zycko will sell the new products across their reseller base in Germany, Austria and Switzerland.

The IP-SAN solutions of SANRAD's V-Switches, allow easy deployment of IP storage area networks (SANs) that are affordable and easy to manage for large, small, medium sized enterprises. Servers and users can be connected via an existing Ethernet network to any fibre channel or SCSI storage system to form an IP Storage Area Network (IP-SAN).

By leveraging their existing storage and networking infrastructure, SANRAD customers save more than 90% of the cost of existing FC SAN connectivity and management solutions.

This results in a significantly reduced TCO (Total Cost of Ownership) for the storage network and a greater ROI (Return on Investment). When compared with fibre channel only solutions, SANRAD's products allow significant savings, reducing the need for software licences and additional hardware.

"SANRAD fits perfectly into Zycko's storage product portfolio," states Thomas Stehr, managing director of Zycko Networks GmbH. "With SANRAD we remain committed to co-operating with leading technology suppliers for open networked storage solutions. The products of SANRAD enlarge our Zycko Open Networked Storage (ZONS) range in the small and medium sized enterprise segment.

SANRADs products offer a crucial advantage, combining important enterprise storage functions without added costs, thus enabling block level snapshots, on-line mirroring, VolumeCopy, StorageStriping, clustering, IP-replications, Multipathing and a easily managed centralised interface for the administration of the storage systems and the allocation of resources to storage clients.

SANRAD gives Enterprise IT managers an economical solution that extends centralized data protection, access and compliance across the entire organization.

Through an autonomous storage backend the users remain independent. In addition manufacturer independent mirroring of data is possible while completing local and global disaster recovery processes, without the necessity to change the existing infrastructure.

**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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