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Nimbus Data Systems Launches FlashPoint Partner Program

*Business Partners Welcome Nimbus' Award-winning Sustainable Storage® Systems,
See Flash Memory Systems Replacing Conventional Hard Disk Arrays Now*

South San Francisco, CA, January 10, 2012 – Nimbus Data Systems, Inc., the leader in Sustainable Storage systems and software, today announced its FlashPoint Partner Program. This program enables IT solution providers to capitalize on perhaps the most significant shift in datacenter storage in decades: the migration away from hard disk arrays to flash memory technology for primary storage. Flash memory systems like the Nimbus S-Class are up to 10x faster than conventional disk arrays while consuming 80% less power and 70% less rackspace, enabling the next-generation of more agile, greener datacenters.

“With the solid state market expected to grow from \$800 million in 2011 to \$2.5 billion in 2014 according to IDC, FlashPoint enables Nimbus business partners to strengthen client relationships by helping them solve persistent storage performance and operating cost challenges,” stated Thomas Isakovich, CEO of Nimbus Data Systems. “Nimbus’ industry-leading flash storage systems, winner of *Storage Magazine’s* most recent Product of the Year award in storage systems, are ideal for server and desktop virtualization, databases, HPC, and high-performance cloud infrastructure.”

“Having stringently evaluated a variety of solid state technologies, Arkay has chosen to align with Nimbus Data Systems,” stated Richard Kuhar, VP Business Development at Arkay, a leading nationwide storage-centric solutions provider. “In today’s performance-driven and cost-conscious IT climate, Nimbus provides what our clients need: an enterprise-class flash memory storage system with both exceptional performance and comprehensive data management features. Not only is Nimbus’ technology sound, it is also surprisingly affordable, and the timing could not be better.”

Channel-Focused Strategy

The FlashPoint Partner Program addresses the biggest challenges facing IT solution providers – eroding margins, lack of both innovative and proven storage solutions, and complex sales and support programs. Rather than relying on direct sales, Nimbus has built a business development team that works hand-in-hand with business partners to identify new opportunities and accelerate sales and technical engagements with prospective customers. Nimbus solutions are easy to install and administer so partners can spend more time cultivating new business rather than supporting lengthy deployments.

Comprehensive Yet Simple Solutions

Nimbus does away with the complex pricing models and configuration tools typical of conventional enterprise storage vendors. Nimbus’ all-inclusive pricing eliminates per-feature license fees, providing the full features of Nimbus’ HALO storage management platform at no additional cost. The comprehensive HALO software includes unified iSCSI, Fibre Channel, NFS, Infiniband, and CIFS capability, snapshots, replication, cloning, thin provisioning, encryption, and much more. Nimbus support programs are also easy to understand, offering two support levels (Basic and Platinum) with a simple flat price per system.

High Growth Business Opportunity for All Partners

Instead of classifying partners into tiers with different pricing and support obligations, Nimbus offers all partners an equal opportunity to differentiate themselves through their own value-added capabilities. Nimbus ensures that the hard work and evangelism of our partners is well-rewarded. The ideal partners bring unique expertise in key technologies where Nimbus solutions are particularly well-suited: server virtualization, VDI (virtual desktop infrastructure), databases, datawarehousing, eDiscovery, scientific applications, content creation and delivery, and cloud infrastructure. Nimbus solutions are often teamed with virtualization software from VMware, Citrix, and Microsoft, databases from Oracle, Microsoft, and open-source, and networking infrastructure from Cisco, Juniper, Brocade, QLogic, and many others.

What Our Partners Are Saying

“Nimbus enterprise solid state storage systems enable us to architect high-performance storage solutions that easily exceed our customer’s expectations,” said John Thome Jr., VP Sales at Chi Corporation. “Our partnership with Nimbus will help bring intelligent, cost-effective solid state storage solutions to our growing list of commercial, education and government end-users.”

“KIS has been scouring the industry for a solution to the problems plaguing its clients in the move to desktop virtualization,” said Sean Canevaro, CEO of KIS. “After two years, we have found the only company that can actually deliver on its claims of performance, capacity, and price. That solution is Nimbus Data Systems. We set a very high bar, and Nimbus cleared it easily. Working with their team has resulted in creating and closing several opportunities in a very short time. Nimbus is absolutely as advertised: the best performing, highly-scalable, and cost-effective solution for our Virtualization and Cloud Solutions.”

Learn More

Solution providers interested in learning more about Nimbus’ FlashPoint program can do so by visiting our website at www.nimbusdata.com. Nimbus will also be hosting business partner webinars over the coming months; please see the schedule on our website.

About Nimbus Data Systems

Nimbus develops award-winning Sustainable Storage® systems, the most intelligent and efficient solid state storage platform engineered for server and desktop virtualization, databases, HPC, and next-generation cloud infrastructure. Combining low-latency flash memory hardware, comprehensive data management software, on-demand capacity scalability, and multiprotocol storage capabilities, Nimbus systems deliver up to 10x greater performance and 80% lower operating costs than conventional disk-based primary storage arrays, all at a comparable acquisition cost. Nimbus solutions are installed worldwide at the most demanding data-intensive corporations and government agencies. For more information, visit www.nimbusdata.com, or follow Nimbus at twitter.com/nimbusdata.