



Vicom Systems Offers Turnkey Data Migration Service with Performance Guarantee

Fast, No-risk Migration Service for Storage System Resellers

Redwood City, California – July 5, 2006 — Vicom Systems, provider of transparent wire-speed data services for systems and storage, today announced its Data Mobility Service™, a turnkey data migration service for resellers of EMC, HP, IBM, HDS, Network Appliance, Apple Computer, and Sun Microsystems storage systems. The new service offers cross-platform migration of up to 12 terabytes of data in convenient, fixed-price service offerings, backed by a money-back performance guarantee.

Turnkey Data Migration

Vicom's Data Mobility Service addresses traditional reseller concerns over the risk, uncertainty, and cost of performing customer data migrations for storage system purchases and upgrades. Fibre Channel migration services are packaged in three pre-defined, fixed-price options. Under these options, Vicom data migration specialists use the company's Piper data migration appliance to move 6 terabytes and 6 host systems in a single weekend or 12 terabytes and either 6 or 12 hosts over two weekends. Migration prices are pre-set to eliminate common concerns over time-and-materials billings. Each migration receives a Service Level Agreement with a money back guarantee for on-time completion.

"From our experience in hundreds of enterprise migrations, we've learned that there are a large number of resellers and IT customers who want a fast, turnkey migration service. Customers want it to minimize outages and impact on IT resources, and resellers want it to speed up sales. We've designed a service that uses our technology and experience base to deliver speedy, risk-free migrations that not only take the pain out of the process, but also costs far less than either resellers or customers can achieve with other approaches," said Tam.

Challenges of Migrating Data

The problem of moving terabytes of data across multiple host systems, operating systems and storage system types is complicated and labor-intensive. Using servers or storage systems to migrate data requires large amounts of processing power and slows business operations — as result, migrations are usually done in weekend off-hours, often taking months to complete. Host software is commonly used for the migrations, a method that requires software to be installed on each server involved in the migration. Because most mid-sized companies and enterprise sites have from 250 to 1,000 servers, set-up labor alone can be prohibitive.

Pivotal Advantage: Vicom Data Migration Technology

Vicom Systems solves these problems with its Piper data migration technology. Piper is a SAN-based appliance that is inserted in the Fibre Channel fabric, between host and storage systems. Made up of multiple SAN

computing “engines”, Piper reduces migration complexity by moving management off storage and system “endpoints” and onto a central appliance, eliminating need to install host or storage software. Appliance software is compatible with all major host systems and storage, enabling “open” migration in heterogeneous environments. Migrating data with a purpose-built appliance speeds up migration by adding independent processing power and optimized design. At 1.5 terabytes per hour, Vicom’s appliance shortens most migrations to under a day.

Vicom’s migration appliance has been proven in enterprise migrations around the world and serves as a key component in IBM’s data migration services. Marketex Storage Systems, IBM’s first, full-line distributor of storage products, has successfully tested and used the Data Mobility Service for recent corporate engagements.

“Whether you have one server or a thousand, or move 1 terabyte or a hundred, Vicom’s migration technology is the only practical way to migrate data,” said Russell Schneider, President of Marketex Storage Systems. “For Marketex, Vicom’s new service is icing on the cake. Our engineers know how to use Vicom’s appliance, but they always have more than they can do — teaming with Vicom effectively expands my staff and adds world-class migration expertise,” said Schneider.

Pricing and Availability

Vicom’s Data Mobility Service is available exclusively through storage system resellers. Migration options are priced by maximum data size and number of host systems: 6 terabytes and 6 systems for \$10,000; 12 terabytes and 6 systems for \$15,000; 12 terabytes and 12 systems for \$20,000.

About Vicom Systems

Vicom Systems is a privately held company in Redwood City, California. Vicom specializes in the delivery of transparent, wire speed data services for systems and storage. Vicom delivers on the long-standing promise of SANs: seamless consolidation, any-to-any connection, simplified management, and high availability. Vicom products and technology have been selected by OEMs including IBM, Sun Microsystems, and Hewlett-Packard. Enterprise customers include financial services and manufacturing firms in the Global IT 2000, healthcare organizations, retail, and entertainment companies. For more information on Vicom, please visit www.vicom.com.

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