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Davenport Group's Sonia St. Charles and Insight's Terry McGrath Recognized by Everything Channel's CRN Magazine as Two of the Top Women of the Channel

EDEN PRAIRIE, Minn., August 4, 2010 – [Compellent](#) (NYSE: CML) today announced that two of its value-added resellers (VARs), Sonia St. Charles of [Davenport Group](#), and Terry McGrath of [Insight](#), have been recognized by Everything Channel's [CRN](#) Magazine as two of the top Women of the Channel. *CRN*'s annual list recognizes female executives across vendors' channel organizations, distributors and solution providers for their accomplishments over the past year and the far-reaching impact they are having on the technology industry going forward. This year's Women of the Channel were chosen by the editors of *CRN* Magazine based on their achievements as executives and the amount of influence they wield over the technology channel.

Over the past year, St. Charles led the Davenport Group to continued, steady growth in the face of a difficult economic climate, and built on the strong relationships she has with both her customers and Compellent. In addition, St. Charles was named to the 2009 *CRN* Fast Growth 100 list, as well as Everything Channel's Value Added Channel Advisory Board.

McGrath's leadership and focus on partnering with revenue-generating partners, like Compellent, played a key role in Insight's success over the past year. After a rough start to 2009, McGrath worked closely with Compellent due to the company's unwavering commitment to the channel and helped Insight develop and execute effective go-to-market product campaigns to drive profitable growth in storage.

"Women hold many prominent executive positions at vendor organizations, distributors and solution provider organizations, providing critical insight and influence when it comes to technology and the channel. We want to honor and congratulate these women for their contributions to the industry and their respective organizations," said Kelley Damore, VP, Editorial Director, Everything Channel.

Compellent has a 100-percent channel sales model, and does not have an internal sales force to compete with its business partners for sales. Compellent partners closely with each VAR and provide a comprehensive suite of tools to help close deals. In fact, a recent [study](#) by RW Baird found Compellent to be the most channel-friendly storage vendor in the industry.

"Terry and Sonia represent exactly what we value most in our channel partners, demonstrating their dedication to customers through leadership in providing innovative technologies like Compellent's Fluid Data storage to end-users," said Michael Beach, vice president of sales operations, Compellent. "It is our honor to congratulate Terry and Sonia on this recognition from Everything Channel's *CRN* for their accomplishments in the channel, and are thrilled to have two of the most powerful women in the channel as Compellent VARs."

A special feature of the Women of the Channel is in the July issue of *CRN* Magazine and expanded coverage will be featured online at www.crn.com.

About Davenport Group (<http://www.davenportgroup.com>)

St. Paul, Minn.-based Davenport Group creates strategies for storage management and data recovery. Using best-in-class technology systems, it designs cost-effective storage solutions that build on existing infrastructure to help organizations get control of their data. The company works with businesses ranging from the public to private sector, including Fortune 1000 companies and County and State Governments, and is a woman-owned business.

About Insight (<http://www.insight.com>)

Insight Enterprises, Inc. is a leading provider of brand-name information technology ("IT") hardware, software and services to large enterprises, small- to medium-sized businesses and public sector institutions in North America, Europe, the Middle East, Africa and Asia-Pacific. The Company has more than 4,900 teammates worldwide and generated sales of \$4.1 billion for its most recent fiscal year, which ended December 31, 2009. For more information, please call (480) 902-1001 in the United States or visit www.insight.com.

About Compellent

Compellent Technologies (NYSE: CML) provides Fluid Data storage solutions that automate the movement and management of data at a granular level, enabling organizations to constantly adapt to change, slash costs and secure information against downtime and disaster. This patented, built-in storage intelligence delivers significant efficiency, scalability and flexibility. With an all-channel sales network in 35 countries, Compellent is one of the fastest growing enterprise storage companies in the world. For more information and news, visit www.compellent.com and www.compellent.com/news.

Everything Channel

Everything Channel is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, Everything Channel has the unmatched channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. Everything Channel is a [UBM](http://www.ubm.com) company. To learn more about Everything Channel, visit us at <http://www.everythingchannel.com>.

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