



News Release

One of the Nation's Fastest-Growing Counties Selects Compellent SAN to Provide Robust Disaster Recovery for VMWare Server Environment

Minnesota's Scott County cuts recovery time from one day to five minutes with continuous snapshots and remote replication

Minneapolis, Nov. 2, 2006 – Compellent Technologies, a provider of affordable and modular enterprise storage solutions, today announced Scott County, the fifteenth-fastest growing county in the United States, has selected Compellent's Storage Center™ storage area network (SAN) to provide reliable data access and a cost-effective remote replication solution for its VMWare servers.

Newly released census figures show Scott County is the fastest growing county in the state of Minnesota and the fifteenth-fastest growing county in the United States out of more than 3100 total counties. To continue providing world-class services to its growing community of citizens, Scott County needed a scalable storage platform that could seamlessly integrate with its VMWare server environment and easily replicate VMWare instances offsite for robust disaster recovery. Because of the nature of the data it stores, including 911 audio files, crime scene photos and driver's license information, Scott County needed reliable access around the clock and quick recovery in the event of a virus or disaster.

"Using VMWare and Compellent together has helped us cut costs, reduce management time and respond quickly and easily to our changing server and storage needs," said Todd Croy, principal analyst for Scott County. "Compellent also allowed us to implement an affordable and robust data protection solution, significantly reducing the time it takes for us to recover."

To ensure all of Scott County's data is protected in case of virus or other data hazard, Compellent Data Instant Replay takes scheduled snapshots of the VMWare servers throughout the day. Before implementing Compellent's Storage Center, it would take Scott County administrators eight to twelve hours to recover data. Now Scott County can simply revert back to a clean point in time and be up and running in minutes.

Compellent's Remote Instant Replay provides Scott County with a cost-effective remote replication solution. Unlike other storage replication solutions, Compellent does not require identical configurations at both sites, allowing Scott County to configure their remote SAN with affordable SATA drives. Storage Center's native

iSCSI interface further reduces replication costs, enabling Scott County to asynchronously replicate data twenty four hours a day over low cost IP lines. Administrators can easily verify replication success using Storage Center's intuitive interface and optimize bandwidth with Storage Center's unique bandwidth shaping algorithms.

About Storage Center

Storage Center builds on its Dynamic Block Architecture to deliver a scalable, open-systems hardware platform allowing businesses to mix and match any number of drives, controllers and enclosures; an integrated foundation of core storage capabilities providing functionality previously available only in high-end systems; a powerful suite of software applications optimizing utilization, automating replication and speeding data recovery; and a single, intuitive, centralized management interface streamlining all storage administration.

About Compellent

Compellent delivers affordable, modular storage solutions exclusively through business partners that provide companies of all sizes enterprise storage capabilities without big system costs or complexities. Designed by network storage and virtualization pioneers, Compellent enables any business to cut storage expenditures in half, recover from data hazards within minutes, scale to any capacity across any technology and easily manage its storage without adding staff. Headquartered in Eden Prairie, Minn., Compellent has raised more than \$54 million in financing from leading investors including Cargill Ventures, Centennial Ventures, Crescendo Ventures, El Dorado Ventures, and The Nomura. For more information, visit www.compellent.com.

Contact Information:

Scott Horst
Compellent Technologies
952-294-3300
shorst@compellent.com

Rob Davis
Haberman & Associates
612-338-3900
rob@habermaninc.com

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