



Analyst Insights

"GridBank's innovative design delivers highly secure automated migration and active archival with tightly integrated connectivity to cloud storage providers. The Tarmin-Nirvanix partnership links state of the art archival storage to state of the art cloud storage and enables customers to flexibly tune their ideal mix of accessibility, performance, capacity, and cost in a cloud-enabled archive completely managed by Tarmin's GridBank. This provides companies with an extremely cost-effective solution for optimizing their primary storage environments, while delivering extensive E-discovery capabilities, offering exceptional return on investment, and substantially easing storage management headaches."

Jeff Boles

*Senior Analyst and Director Validation Services, Taneja Group
July 2009*

"Enterprises large and small are dealing with tighter IT budgets and are expected to do more with less. Tarmin's GridBank 1.5 solves the out-dated approach to managing data by delivering policy-based data and storage management for files and SharePoint data. GridBank is positioned to substantially reduce storage capital and operating expenditures."

Noemi Greyzdorf

*Research Manager Storage Software, IDC
May 2009*

"This early use and expanding interest is a result of the rapid growth in archive environments for compliance, E-discovery, and business intelligence processes. When managing their archived data, customers want flexible storage options, including capacity available via the cloud. GridBank 1.5's feature-rich platform enables these customers to shift some of the archive storage management burden to a trusted cloud storage service provider and makes it is easy for these organizations to take advantage of the cost savings that result from archiving and migrating data from expensive primary storage to cost effective cloud-based storage."

Brian Babineau

*Senior Analyst, Enterprise Strategy Group
June 2009*

"GridBank 1.5's innovative design will completely alter the management paradigm for SharePoint. Leveraging its robust encryption, enterprise-strength secure user access control, seamless SharePoint integration, and strong administrative capabilities, GridBank will ensure complete data security and data integrity for SharePoint deployments, while substantially lowering the costs of SharePoint. GridBank 1.5 extends Tarmin's industry leading position in the active archiving market with a solution that provides easy, online access to any kind of unstructured data."

Arun Taneja

*Founder and Consulting Analyst, Taneja Group
April 2009*

" Tarmin has established itself as a key vendor that resellers and end users want to work with. By building on GridBank's active archival solution with its new strong SharePoint feature set, the channel wants to become a Tarmin partner for the strong revenue opportunities, while customers want to deploy GridBank to reduce costs, meet legal needs, and solve data management problems."

Keith Humphreys

*Managing Consultant, euroLAN
May 2009*

" Despite the tight squeeze on IT budgets, most companies still keep too much information on expensive first-tier storage. Tarmin's GridBank effortlessly solves this problem for file and SharePoint-based data with policy-based automatic tiering of data from expensive primary storage to much lower cost secondary or cloud storage. GridBank 1.5 provides extensive E-discovery, search, and indexing for data on primary storage and legacy archives, supports over 500 file formats, and has extended its data classification reporting to primary storage. With GridBank 1.5, Tarmin has enhanced an already extensive and functionally-rich solution for today's storage and data management needs."

*David Hill
Principal, Mesabi Group
June 2009*

"Tarmin is positioned to change how enterprises manage the life cycle of file-based information. GridBank™ delivers a comprehensive active archival software and intelligent storage foundation in one solution. With GridBank, end users will no longer need to purchase and deploy several point products from multiple vendors."

*Noemi Greyzdorf
Research Manager Storage Software, IDC
Oct 2008*

"Today's economic climate means businesses are looking to cut their IT costs, at the same time increasing regulation means the demand for data centre storage capacity continues to increase rapidly. The cost per gigabyte of storage hardware is getting cheaper all the time, but most is incurred cost in managing the finding stored information, this requires powerful management tools. Tarmin's newly launched GridBank looks to be a comprehensive sets of storage management tools, handling ILM, storage TCO, secure archiving, compliance and staff productivity."

*Bob Tarzey
Service Director, Quocirca
Oct 2008*

"GridBank™ provides a policy-driven, object-based archival solution that automates the movement of file-based data from expensive primary storage to much lower cost secondary storage. GridBank also delivers the data retention, data preservation, audit tracking, security, and rapid content search and retrieval that lowers the cost of compliance and e-discovery. GridBank's comprehensive integration of an active archival and intelligent storage platform means Tarmin can help solve customers' archiving and information lifecycle management needs."

*Brian Babineau
Senior Analyst, Enterprise Strategy Group
Sept 2008*

"Tarmin's GridBank is a game-changing active archiving platform that delivers a tightly integrated single solution. GridBank provides comprehensive functionality for policy-based data movement between tiers, content addressable storage for immutability and long-term retention of data, auditability, security and much, much more. Given its extremely innovative design, GridBank appeals to a broad spectrum of customers across many sectors, but especially to customers who do not want to spend their sparse IT resources cobbling together many different products from many different vendors."

*Arun Taneja
Founder and Consulting Analyst, Taneja Group
Oct 2008*

"...The GridBank solution solves companies rapidly expanding archival needs."

*Laura Dubois
Research Director Storage Software, IDC
Aug 2008*

"By partnering with the channel to expand its customer base, Tarmin will stay focused on GridBank development and company growth - a proven strategy for start-up expansion. GridBank is a unique product for resellers, allowing channel partners to offer a single solution that addresses a number of critical issues traditionally addressed with multiple point products. This not only resonates well with IT administrators, but delivers a product that substantially reduces CAPEX and OPEX - a huge issue for IT in today's economically uncertain climate."

*Keith Humphreys
Managing Consultant, euroLAN
Oct 2008*

"...GridBank is differentiated by its ability to provide intelligent archiving and storage management through a single software solution; delivering cost, flexibility, and scalability benefits to end-users."

*Lauren Whitehouse
Analyst, Enterprise Strategy Group
Aug 2008*

"The vast majority of business information, fixed content, is not being managed well, if at all. To extract value, control infrastructure costs and meet ever pressing government, regulatory and compliance mandates, information must be moved into a software managed active archive. GridBank's scalable, distributed robust architecture delivers the comprehensive functionality required."

*David Hill
Principal, Mesabi Group
Aug 2008*

"...GridBank hits all the bases: a cost-effective, scalable, secondary storage solution that includes cradle to grave archive management features and is built around a services oriented architecture that makes it easy to manage and share files securely."

*Eric Burgener
Senior Analyst, Taneja Group
Aug 2008*

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