



## **TARMIN TECHNOLOGIES CHANNEL PARTNER PROGRAM DEMONSTRATES STRONG START Fifteen Resellers Become Tarmin Authorized Partners**

**Ongar, United Kingdom and Palo Alto, Calif. (February 19, 2009)** — Tarmin Technologies, a leading provider of active archive, content addressable storage (CAS), information lifecycle management (ILM) and intelligent storage software optimized for secondary storage environments, today announced that 15 resellers across the US and the UK have become Tarmin Authorized Partners since the launch inception of the company's channel partner program. The Tarmin channel partner program was announced at the end of in October 2008. This benefits-rich program delivers Tarmin partners the tools and programs they need to grow their businesses with GridBank™, and ensure that end users receive the training and professional services required to optimize their GridBank deployments. The Tarmin channel program provides resellers with innovative solutions and resources that empower them to capitalize on the rapidly expanding markets for active archival, ILM, CAS, and governance and regulatory compliance.

"GridBank offers exciting new opportunities for the storage solutions reseller channels," said Janet Waxman, vice president, Infrastructure Channels and Alliances, at IDC. "Tarmin's software-only model allows additional revenue opportunities for storage hardware and professional services for partners selling complete solutions. The success of Tarmin's comprehensive partner program in this highly competitive market is a testament to the company's commitment to the channel and their end user customers."

The Tarmin channel program offers each reseller the opportunity to develop a strong relationship with Tarmin, allowing both companies to benefit; partners have access to a number of resources including:

- Deal registration: to protect partners who develop sales opportunities
- Training: regular free sales and technical sessions
- Advanced training: focused sales and technical educational programs available on demand
- Sales leads and referrals: Tarmin targets leads and referrals to complement specific areas of expertise for partners by geographic region
- Pre-release information: advanced product release data and eligibility for beta test programs
- Demonstration products: access to heavily discounted copies of GridBank
- Priority service and support: access to Tarmin's technical support team via telephone, fax, and e-mail
- Press program: promotion of the company's resellers in press campaigns
- Market Development Funds (MDF): available for Tarmin's top performing partners

"We are proud to be a member of Tarmin's Authorized Partner Program," said, Bernie Boyce, managing director, of UK-based Eurotech Computer Services. "GridBank solves several of the critical issues our customers are facing in controlling storage costs, meeting compliance and regulatory requirements, insuring the security of archived and migrated data, and maximizing their valuable IT manpower. With Tarmin's strong channel program, sales support, and technical expertise, the decision to offer GridBank to our customers was an easy one. We know our Tarmin partnership will be lasting and mutually beneficial."

Tarmin's GridBank is a high-performance, high-availability product that utilizes affordable industry-standard, heterogeneous server and storage platforms to form a grid-based active archive and intelligent, scalable storage solution. This enables effective long-term, fixed-content data preservation on cost-effective secondary and tertiary storage tiers. GridBank delivers a comprehensive storage software solution that substantially reduces storage and IT costs while providing active archiving, CAS, ILM, policy-based storage automation, search and e-discovery, security, and audit management, in a unique all-in-one package that also satisfies any organization's regulatory and compliance requirements.

"GridBank's unique approach to archiving, CAS, ILM, and storage management delivers our end users a solution that solves one of the most critical issues in IT today – how to control storage capital and operational costs," said Tom Mumford, CTO of TriAxis Storage Solutions. "Not only does Tarmin provide a complete reseller program, excellent support, and a product that is easy to deploy and use, but also insures our customers will be able to optimize their storage environment and budget during these trying economic times."

"Channel partners are a critical cog in our go-to-market strategy," said Eric Herzog, vice president of marketing and sales at Tarmin. "The early success of our partner program is a strong indicator that GridBank enables an essential set of solutions that is resonating with resellers worldwide. Our commitment is to our channel and we look to continue to expand our partner-base over the course of 2009 and beyond."

## **ABOUT TARMIN TECHNOLOGIES**

Tarmin™ Technologies is a leading provider of active archival and next-generation intelligent storage solutions optimized for secondary storage environments. Tarmin's GridBank™ platform solves archiving problems across all business functions. Deployed as a heterogeneous grid of clustered servers, GridBank delivers maximum data reliability and substantially lowers storage and IT CAPEX and OPEX. A high-performance, high-availability, highly scalable, and active archiving solution, GridBank satisfies any organization's regulatory, governance, and compliance requirements by ensuring secure, long-term data retention, and fast search and retrieval of valuable business records. GridBank's policy-driven software completely automates all processes, while empowering staff to securely share, search and publish their archived data, while delivering a "Green" friendly storage solution. Tarmin is headquartered in Ongar, United Kingdom, with North American offices in Palo Alto, California. For more information, please visit [www.tarmin.com](http://www.tarmin.com) or e-mail us at [info@tarmin.com](mailto:info@tarmin.com)

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