



TARMIN TECHNOLOGIES ANNOUNCES COMPREHENSIVE CHANNEL PARTNER PROGRAM

Provides Resellers and Systems Integrators Extensive
Tools Set to Sell and Support GridBank

Ongar, United Kingdom and Palo Alto, Calif. (October 28, 2008) — Tarmin Technologies, a leading provider of active archive and intelligent storage software optimized for secondary storage environments, today announced its channel partner program for systems integrators, VARs, and storage resellers. Designed to develop deep relationships with the channel, this program provides the tools and programs needed to grow sales of GridBank™ and to ensure that end users are receiving the training and professional services to optimize GridBank deployments.

The Tarmin partner program offers resellers a number of resources including:

- Sales leads and referrals: Tarmin targets leads and referrals to complement specific areas of expertise for partners by geographic region
- Deal registration: to protect the partners who develop end user sales opportunities
- Partner portal: provides partners the latest information on GridBank
- Training: regular free sales and technical sessions
- Advanced training: focused sales and technical educational programs available on demand
- 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
- Demonstration products: access to heavily discounted copies of GridBank
- Market Development Funds (MDF): available for Tarmin's top performing partners
- Pre-release information: advanced product release data and eligibility for beta test programs.

"We're very pleased to be working with Tarmin," said Andrew Griffiths, Sales Director, Q Associates in Newbury UK. "GridBank is a strong product in a very exciting segment. The support Tarmin provides in their partner program will give us the training, resources and differentiation to win new incremental business and grow our bottom line. Tarmin is solidly committed to its channel and partner development. We feel very positive about the opportunity ahead."

Tarmin's GridBank utilizes industry-standard, heterogeneous server and storage platforms to form a grid-based active archive and intelligent, scalable storage solution that enables effective long-term, fixed-content data preservation on cost-effective secondary storage tiers. GridBank delivers a comprehensive storage software solution for that substantially reduces storage and IT costs while providing content addressable storage (CAS), information lifecycle management (ILM), search and e-discovery, security, and audit management in an all-in-one package. A high-performance and high-availability product, GridBank satisfies any organization's regulatory compliance requirement by ensuring secure, long-term data retention, and fast search and retrieval of valuable business records.

“Working with channel partners is the most effective way to grow,” said Eric Herzog, vice president of marketing and sales at Tarmin. “This approach allows Tarmin to tap into the excellent sales and support skill sets of our partners, while focusing on the continued expansion of our GridBank product line and growing the business. Our partner program provides resellers and integrators with a compelling offering and that has already enabled us to secure top players, such as Q Associates and Thundercat Technology.”

The Tarmin partner program provides channel partners with the tools and innovative solutions that enable them to capitalize on the dramatically growing opportunities in active archival, ILM, CAS, and governance and regulatory compliance.

“Tarmin offers us a very strong opportunity to substantially extend active archiving, ILM, and CAS in our customer base,” said Andrew Donnelly, principal, Thundercat Technology, a government focused reseller in Dulles, VA. “Tarmin is delivering a unique and highly-differentiated product backed with solid support and an extremely broad partner program. Our relationship with Tarmin has been incredibly beneficial and our opportunity to acquire new customers and update our installed base has been greatly enhanced with GridBank.”

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. Tarmin is headquartered in Ongar, United Kingdom, with North American offices in Palo Alto, California. For more information, please visit www.tarmin.com or e-mail us at info@tarmin.com

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