



Nov 2008

Condor Smart Storage News

This Month: Mandatory Cost Reductions, New iSCSI SAN and Tiering Data Storage

Dear Jeanne,

Condor Storage is a value-added reseller. We are direct with suppliers who manufacture and OEM their products to IBM, NetApps, Dell, Data Direct, Unisys and more. By architecting the proper solutions to meet pre-defined storage requirements, we are valuable to our clients.

Tools for bankrolling your budget: Move some of it off Primary, Number One Answer!

Condor's Smart Storage iSCSI SAN.

Turnkey SAN array features enterprise-level features at an affordable price. 15 drive bays, scale from 6-240TB., four iSCSI ports and four 4GB fibre, 2GB standard cache, RAID levels 0, 1, 1+0, 3, 5, 6, and 50, Global Hot Spares, Up to 1024 LUNS, On-line expansion, Multipath Agent, Replication, Snapshots, Virtualization, Mirroring, Storage Provisioning, and a pay-as-you grow model. Out of band mgmt. allowed thru 10/100Mb/s Ethernet port.



SAS/SATA Tiered vault, 42 drives per shelf, can combine SAS 15K RPM drives and SATA-II, SAN/NAS capable, MAID technology provides "Speed with Green" for no extra charge. We can architect this to support clustering, MPIO and virtualization, as well as hybrid NAS/SAN high performance computing and capacity demands.

We also introduced a **52 bay storage vault** at SCO8 in Austin for early Q1. Please stay tuned, but information available now upon request.

[Contact Us!](#)

Coffee Break Reading: Facing Mandates to Curb Costs, Users Seek Alternatives

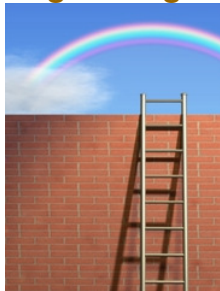
It's a daunting task amongst IT administrators to curb data storage growth amid hiring freezes and layoffs, while working with skeleton crews already. Condor just returned from exhibiting at back to back storage conferences and we heard first hand how the economic situation is impacting small to midsize firms as well as those managing petabytes of data. We noticed a few consistencies among end

users we met with in our booth.

1. There is little time to leisurely explore alternative brand selection for priority projects when faced with mandatory cost cutting departures from primary vendors.
2. Faced with project deadlines, clients want experienced "cut to the chase" solution recommendations : they expect things architected correctly and demand accurate delivery times ARO.
3. We saw many formerly all IBM/HP/NetApps shops willing to cut costs and tier their storage to denser, less expensive but reliable (open) storage arrays. (Yeah!)
4. Besides needing to buy more storage, they also want the front end management solutions to come with an interoperability guarantee, cohesive vendor support and dedicated assistance in the pre-sales phase. Check! [toot Condor horn]

We are committed to architecting second and third tier storage options in the midst of a strained economy. Our High Availability NAS products support up to 400 virtual servers, CIFS, NFS, DataSnap, Clustering, VM Ware...and now include iSCSI connectivity. From entry level solutions all the way to 150 node scaleout, these solutions require pre-sales and knowledge transfer, which we perform at no cost, in conjunction with our vendor experts. You are not alone in seeking cost management controls for spiraling data growth, so please contact us to learn how you might repurpose and consolidate within your infrastructure.

Negotiating For Client Savings



As a systems integrator, we receive substantial discounts from our vendors, which we pass on to clients. The best prices often come from your resellers' inside position of "knowledge is power". Please let us negotiate on your behalf. [Request Project Assistance Now](#)

Mention this November Newsletter and receive a \$20 Starbucks card* after a completed webinar on any product mentioned here.

**One per company, valid thru 12/15/08.*

Contact Information

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