

Oct 2008

Condor Smart Storage News

This Month: You Are Not Alone, Data Storage Crunch

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.

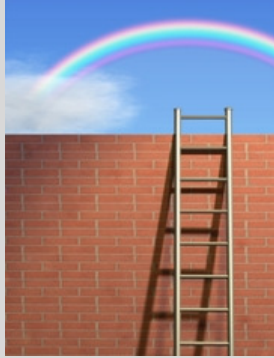
Shared Internal Storage, Affordable Disk , Migrate and Archive

Data Optimization



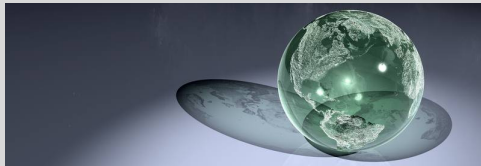
It's a daunting task to narrow down vendor selection for priority projects when faced with deadlines, and we are busy architecting second and third tier storage options in the midst of a strained economy. Our High Availability NAS products support up to 400 virtual servers, CIFS, NFS, DataSnap, Clustering, VM Ware...and now include iSCSI connectivity. From darn near free entry level solutions all the way to 150 node scaleout, we can help. Reuse of existing storage pools or unused internal server storage is one example of cost reduction methods available. These solutions require pre-sales architecting, 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. We stepped in for a city office wrangling with their backup vendor over discounts and new licenses, based on previous promises made. They were highly frustrated but had some patience left to allow us to step in and negotiate for them. The result was a 40% discount off MSRP. 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](#)

Affordable Green Storage and What's Coming



Just rolled out: Condor's Smart Storage lineup now features a compact 1U NAS offering incorporating MS's Window Unified Data Storage Server [WUDSS] software with scale out to 84TB under a single unified mngt. interface. We also added the entire SnapServer product line, which is field proven with over 200,000 units in the field. For video production, Serial Attached SCSI (SAS) arrays are easily attached to Apple/MAC or Windows servers with an included PCI HBA, an easy option for replacing older SCSI arrays while increasing data speeds and feeds. We also have a new storage solution designed for collaborative video editing, especially unique for Avid and Apple Final Cut Pro clients. The vast majority of commodity storage devices are not compatible with Avid media file "sharing" due to the proprietary AVID database. Now multiple editors can read and write to the same storage volume simultaneously. Condor continues to roll out products with major differentiators from the rest of the pack.

Coming soon: Murmurs of larger SATA and SAS capacities which of course will increase capacity but also add dual-port, full duplex capability and a host of enterprise class features for high system-level performance and reliability. A proven chassis design of (40+) drives per 4U shelf will soon be available with 15K RPM SAS drives. A private cloud software product is due for general release late Q4, enabling your own secure cloud buildout behind your corporate firewall AND allows use of your own storage. (even older, slower workstations can act as host servers) If you care to receive advance news/promotions/white papers on anything mentioned here, or wish to sign up for beta testing, please contact us. Our auto-notify system will keep you informed.

Now Within Reach: It seems half the IT world still does not have their data at a DR site or colo-site due to cost constraints. Do you need to illustrate total cost to locate critical data off-site, for budget/DR planning? We'll itemize the line items and show total cost per/GB. with rack space factored in at secure hosting locations. We can provide impressive client lists, case studies and white papers to

help shave months of time from your research. One call, gets it all, at your service. [Contact Us!](#)

Contact Information

phone: 888-472-8028 or 928-284-2535

Join our mailing list!

Oct. Free White Paper: 4 Metrics to Building a Green Data Center.

Events: Meet us at the IT Summit*, Los Angeles on 11-12-08. Limited conference passes available to our newsletter recipients.

[Request a Quote or Offer Here](#)