

THE BEST FIT FOR THE LONG HAUL

With IntelliStore™ archive solution, you will be insulated from technology changes. Its open architecture is highly independent of back-end technology. Therefore, protected information will remain protected for as long as IntelliStore™ archive manages it; the storage media can be changed and the information — and your applications — remains safe.

IntelliStore™ archive can effectively scale to near unlimited capacity. Its transparent management of tiered storage on the back end drives a low-cost approach to meeting long-term archive requirements. And, the ability to safely upgrade the front end with next-generation hardware offers the ultimate in investment protection.

Its infinitely expandable capacity and use of a multi-tiered archiving strategy, combined with its policy management mechanisms and open architecture, make IntelliStore archive the ultimate platform for the applications you’ve worked hard to develop.

IntelliStore™ archive:

- Reduces customers’ TCO and saves money that can be re-assigned to software budgets
- Reduces risk of downtime that could compromise the effectiveness of your application
- Enhances and optimizes performance of applications
- Protects information and provides audit trails
- Insulates you from technology changes via infinite scalability and seamless ability to upgrade
- Can help you meet SLA and performance agreements with customers

We’ve both worked hard to solve emerging customer problems. And together, we present our mutual customers with a solution that will enable real business advantages. To discuss the possibilities or find more information, visit www.STORAGETEK.com, or call 1.800.877.9220 or 303.673.5151.

ABOUT STORAGETEK®

Storage Technology Corporation (NYSE: STK) is a \$2 billion global company that enables businesses, through its information lifecycle management strategy, to align the cost of storage with the value of information. The company’s innovative storage solutions manage the complexity and growth of information, lower costs, improve efficiency and protect investments. For more information, visit www.storagetek.com, or call 1.800.275.4785 or 01.303.673.2800.

WORLD HEADQUARTERS

Storage Technology Corporation
One StorageTek Drive
Louisville, Colorado 80028 USA
1.800.877.9220 or 01.303.673.5151



TEKALLIANCE™ PARTNER PROGRAM

SOME THINGS WERE MEANT TO WORK
TOGETHER.



TOGETHER, WE CAN SOLVE EMERGING CUSTOMER PROBLEMS.

The content information management landscape is changing dramatically. Fixed content continues to grow at a rapid pace; international, national, state and local regulations are becoming stricter; service-level demands are rigorous and solutions are becoming more complex.

Yet, customers still look to you to help them organize, protect and structure information so that it can be effectively captured, managed and used. The more effectively they can retrieve that content, the faster they can respond to opportunities and gain competitive advantages.

CONNECTING OUR CORE COMPETENCIES

You've been working hard to address these issues. So have we. Our latest innovation, IntelliStore™ archive, will help our mutual customers harness, manage and retrieve information in a way they have never been able to before — a way that addresses their need for scalability, classification and performance. And we've made it easier than ever for you to team with us, through our TekAlliance™ Partner Program, to deliver integrated, interoperable solutions to meet these growing needs.

IntelliStore™ archive solution delivers:

- More than 15 times the managed file capacity of any competitor's solution
- Throughput 10 to 20 times that of legacy content addressable storage
- WORM technology across tape and disk
- Consolidated archive management in a single platform
- Automated data protection for increased reliability
- Data encryption for improved safety
- Performance and capacity scale independently

TekAlliance™ Partner Program benefits:

- Serves your global solution requirements with quality, reliability, service and support
- Provides proven integration as StorageTek provides testing, creates the blueprint and offers the implementation services for a quality install
- Protects your investment as we help you understand information lifecycle management trade-offs that leverage your infrastructure while taking advantage of newer technologies
- Performs the due diligence of vendor selection and technical interoperability
- Provides your businesses with a strategic competitive advantage

THE NEW GENERATION OF ARCHIVE

IntelliStore™ archive is a multi-tiered platform that dramatically reduces costs by using both tape and disk to allow for massive scalability — more than 15 times the managed file capacity of any other platform. And it aligns the changing value, usage and purpose of data with the cost of storing it.

Its built-in policy management mechanisms use system- and customer-supplied metadata to classify and link storage management actions to business goals. This provides the customer with access to previously dormant or unmanageable data — data that can enhance business initiatives, improve customer service and optimize applications.

And it's the industry's first self-protecting, self-healing, self-migrating archive; its enterprise-class reliability means your application will be available and working to meet our customers' needs.

THE TEKALLIANCE™ PROGRAM: **STRONGER** TOGETHER

At StorageTek, we've been focused on one thing for more than 35 years: providing innovative, easy-to-use storage solutions to our customers. And we protect and manage more of the world's data than any other provider — two times more than the nearest competitor. We're dedicated to helping customers find the best possible mix of products and services to protect and manage more information at a lower cost.

StorageTek's TekAlliance™ Partner Program enables you to join with us in providing fully-tested, mutually-supported and interoperable storage solutions to our joint customers. StorageTek offers you assistance with interoperability testing, as well as possible opportunities for technical cooperation, joint marketing and strategic engagements.