

**FOR IMMEDIATE RELEASE**

Contact:

Jerry Huang

ARKIVIO, INC.

650.237.6113

[jhuang@arkivio.com](mailto:jhuang@arkivio.com)

**ARKIVIO™ auto-stor completes Total Tec's enterprise storage solution offering**

MOUNTAIN VIEW, Calif., October 22, 2002 - Arkivio Inc., the first company to successfully integrate storage with data resource management, announced today that they have signed a contract with Total Tec, one of the nation's premier enterprise and business solutions integrators, to resell the company's data resource management automation software, ARKIVIO™ auto-stor. Total Tec will promote ARKIVIO™ auto-stor as a complement to its existing services and lines of moderate to high-end server and storage arrays.

"Total Tec's prestigious reputation within the Fortune 1000 community makes them a very strategic channel partner for Arkivio," said Giovanni Paliska, president and CEO for Arkivio. "IT departments in today's economy are looking to solutions integrators to provide strong differentiation in their product offerings by delivering complete and cost-effective solutions. ARKIVIO™ auto-stor provides Total Tec with a unique solution to add value to their customers' storage environment - reducing current expenditures while helping them to plan for more cost-effective future storage purchases."

"IT administrators are looking for more cost-effective ways to utilize their storage in the enterprise. We were attracted to the ARKIVIO™ auto-stor software because it took storage management in a completely different direction from the traditional method which tended to be more passive in nature," said Paul Collins, vice president of technology at Total Tec. "The ARKIVIO

solution allows the administrator to set automation policies that transparently move data to the most appropriate storage resource - resulting in immediate savings in both the day-to-day operational tasks that burden IT administrators and in optimizing an enterprise's existing storage infrastructure - which can be beneficial for companies that are looking to lower the cost of storage."

The reseller contract comes shortly after the official launch of ARKIVIO™ auto-stor. ARKIVIO™ auto-stor is a new class of automated storage management software that seamlessly integrates into existing storage environments and dynamically manages an enterprise's data and storage resources driving its cost per managed terabyte of storage to its lowest possible level, while providing significant ROI. At the core of the ARKIVIO™ auto-stor software is the patent pending ARKIVIO Policy Automation Engine (PAE) that analyzes and operates on the customer's data and storage resources. The ARKIVIO PAE uses this intelligence to direct data to the proper storage device and volume. Further cost savings occur because ARKIVIO™ auto-stor optimizes capacity utilization across a site's existing storage infrastructure, whether it's NAS, SAN, or storage directly attached to servers.

Collins continued, "We're looking at the ARKIVIO solution as a way to differentiate ourselves as a solutions integrator. The ARKIVIO™ auto-stor software completes our solutions offerings by giving our customers another option other than blindly adding additional hardware. By integrating this product with our storage array offerings, customers can better leverage their use of capital by purchasing the right mix of high performance and low cost storage to complement their existing storage infrastructure."

Total Tec offers customers Turnkey Value Added Deployment Solutions (TVADS) that reduce the risk and headaches associated with systems integration. Working with a hardware and software solutions partner accelerates the sales process, reduces risk, saves time and money, speeds up the implementation of delivering total turnkey solutions, and improves customer satisfaction. Added Collins, "Integrating the ARKIVIO™ auto-stor product with our comprehensive set of solutions enables us to surround our business with a robust array of resources designed

to address and manage our customers' storage infrastructure requirements."

### **About Total Tec Systems, Inc.**

A Bell Microproducts Company ([www.totaltec.com](http://www.totaltec.com)) founded in 1976, Total Tec is one of the nation's premier Enterprise Solutions Integrators focused on providing comprehensive IT solutions to Fortune 1000 firms. Whether it is eBusiness, business intelligence or other mission-critical applications, Total Tec helps clients take control of rapidly growing information and data availability needs. Total Tec helps build IT infrastructures so data can be easily managed, is available to users whenever it's needed and protects the data so that it is never lost. Through server and storage consolidation Total Tec can do this with a lower cost of ownership.

Total Tec Systems is headquartered in Edison, N.J. It hosts the largest, independent Information Technology Integration facility on the East Coast. All projects arrive at the customers' sites fully integrated and tested. Regional sales offices are located throughout the eastern and southern United States. For additional information, please call 1-800-634-2588 or email us at [info@totaltec.com](mailto:info@totaltec.com).

### **About Arkivio**

Arkivio, Inc., founded in December 2000, provides enterprise storage management automation software that minimizes administration and infrastructure costs while optimizing IT resources. The company's shipping solution, ARKIVIO™ autostor, redefines storage management for medium size businesses to large enterprises by enabling them to automate data resource management, dynamically balance capacity utilization, track and utilize storage assets based on cost, and perform corrective actions in response to alerts - driving the cost per managed terabyte of storage to its lowest possible level, while providing significant ROI.

Contact Arkivio, Inc. at: Arkivio Inc., 2700 Garcia Avenue, Mountain View, CA 94043; Phone (650) 237-6100; Fax (650) 237-9183 or visit the company's website at: <http://www.arkivio.com>

[Back to Press Release Listing](#)