

**FOR IMMEDIATE RELEASE**

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**Allegra Systems Purchases ARKIVIO™ auto-stor****ARKIVIO™ auto-stor improves storage utilization and reduces operating costs for Allegra Systems.**

MOUNTAIN VIEW, Calif., January 21, 2003 - Arkivio Inc., the first company to successfully integrate storage with intelligent data resource management, announced today that Allegra Systems has purchased a GA-version of the ARKIVIO™ auto-stor software. Allegra Systems, an east coast-based Applications Service Provider (ASP) and integration company, will use ARKIVIO™ auto-stor to automate its storage and data resource management operations - resulting in immediate savings in both the day-to-day operational tasks that burden IT administrators and in optimizing its existing storage infrastructure.

The ARKIVIO™ auto-stor solution, based on policies set by the administrator, automates the prioritization and placement of data to the most appropriate storage device within a SAN/NAS/DAS environment. By intelligently moving data to the appropriate resources, ARKIVIO™ auto-stor can fully utilize existing storage, prevent work stoppage due to volumes exceeding capacity, and automatically direct data to new storage resources.

"Our customers trust Allegra Systems to host their most critical data and applications, such as messaging and database services, payroll, litigation support, and document management. We selected ARKIVIO™ auto-stor because it allows us to proactively manage our clients' data and storage resources, while ensuring

they do not unexpectedly run out of capacity due to sudden fluctuations in demand," explained George Farrall, executive vice president of Allegra Systems.

"We're pleased to announce Allegra Systems as one of our strategic customers," said Giovanni Paliska, president and CEO of Arkivio. "Allegra Systems is a good match for ARKIVIO™ auto-stor because of their critical need to maintain the availability and integrity of the data it stores for its clients, even as the value and importance of this information changes over time. Use of ARKIVIO™ auto-stor by Allegra Systems will make additional storage available within their existing network infrastructure and further extend the periods between new storage purchases - resulting in quick payback and a strong ROI."

ARKIVIO™ auto-stor's patent pending Policy Automation Engine (PAE) intelligently selects and transparently migrates the appropriate files from high-cost storage to low-cost storage or from over-utilized storage to under-utilized storage. "Features such as this favorably impact our bottom line," added Farrall. "ARKIVIO™ auto-stor reduces our need to constantly write scripts and perform time consuming manual data resource operations. With its intelligent PAE, ARKIVIO™ auto-stor ensures our clients' most important data remain on primary storage, while lower value data is migrated to our low-cost NAS devices, minimizing our cost per terabyte. We fully expect this software to reduce operating costs and improve the quality of our service, which are critical competencies for Allegra Systems as an outsourcing company."

## **About Allegra Systems**

Allegra Systems is an ASP (Application Service Provider) delivering business applications and solutions via the Internet to various industries at affordable monthly rates. Allegra Systems' ASP services have been designed to offer a wide array of customized solutions to meet your business requirements. Allegra also offers disaster recovery and business continuity solutions to its clients through the use of software, hardware and collocation solutions.

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## **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™ auto-stor, redefines storage management for medium size businesses to large enterprises by enabling them to automate storage and 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: [www.arkivio.com](http://www.arkivio.com).

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