

# SUCCESS STORY

## bigVAULT Storage Technologies

bigVAULT Storage Technologies of Commack, New York, is an industry leading fee-based Storage Solutions Provider (SSP), which offers online storage and backup services, as well as enterprise and in-house storage solutions to the small-to-medium size enterprise (SMEs) market.

"Economic globalization, exponential growth of data and shortages of qualified IT personnel created the need for SSPs," explains John Salerno, CEO of bigVAULT. "Nowhere is this need more evident than in the SME community, which has typically been under served by enterprise storage providers. bigVAULT possesses the capabilities to allow our customers to grow at will by protecting and managing their digital assets in a highly cost-effective manner. This is possible by leveraging leading-edge SAN technology developed by companies like QLogic."

In order to deliver on its objectives, bigVAULT needed to design and implement a modular, best-of-breed enterprise-class storage solution without jeopardizing scalability, reliability or flexibility. After reviewing the offerings from top storage architecture vendors, it was decided QLogic's end to end SAN offering met the company's stringent requirements while providing the additional benefits afforded by a single-vendor solution.

"I know bigVAULT considered other vendors," stated Frank Berry, Vice President, Corporate Marketing with QLogic. "But with our solution, bigVAULT was able to avoid a massive integration project, which eliminated costly delays associated with extensive compatibility and interoperability testing. QLogic switches and HBAs also provided enhanced functionality, configuration flexibility and assimilated perfectly with bigVAULT's Online File System (bvOFS) Technology."

The SAN solution is based upon QLogic's Fibre Channel switch and host-bus adapter products, including SANbox 16 FC switches and 2200 Series HBAs. bigVAULT's SAN supports NetworkEngines' Sierra Servers, Mylex SANArray External FC RAID Controllers, Seagate FC Disk Drives, plus Microsoft SQL Server and bigVAULT's Enterprise Storage Management software on the Microsoft Win2000 operating system.

"bigVAULT's anticipated growth is 4TB per quarter, beginning 3Q 2001, therefore we needed a solution that provided exceptional business value as well as, intelligent storage asset management. The integration of QLogic's FC products into bigVAULT's IntelliSTOR network storage architecture gives us the flexibility required to quickly and easily add storage resources to match our growth," explained bigVAULT's Chief Technology Officer, Mehul Mehta. "More importantly, our partnership with QLogic allows our SAN solutions to penetrate markets which were previously out of reach, such as smaller telecommunications firms, ISPs, ASPs, VARs and OEMs. This relationship validates the SSP model and provides far-reaching strategic benefits to both our companies."

### COMPANY

bigVAULT Storage Technologies

### INDUSTRY

Enhanced Storage Solutions Provider

### APPLICATIONS/SOFTWARE

Online and In-House Storage Services

### HARDWARE/SOFTWARE

QLogic SANblade™ 2200 Series HBAs

QLogic SANbox™ 16 FC Switches

NetworkEngines Sierra Servers

Mylex SANArray External FC RAID

Controllers powered by QLogic

Seagate FC Disk Drives

Microsoft Win2000 Server

Microsoft SQL Server

BigVAULT Enterprise Storage

Management Software

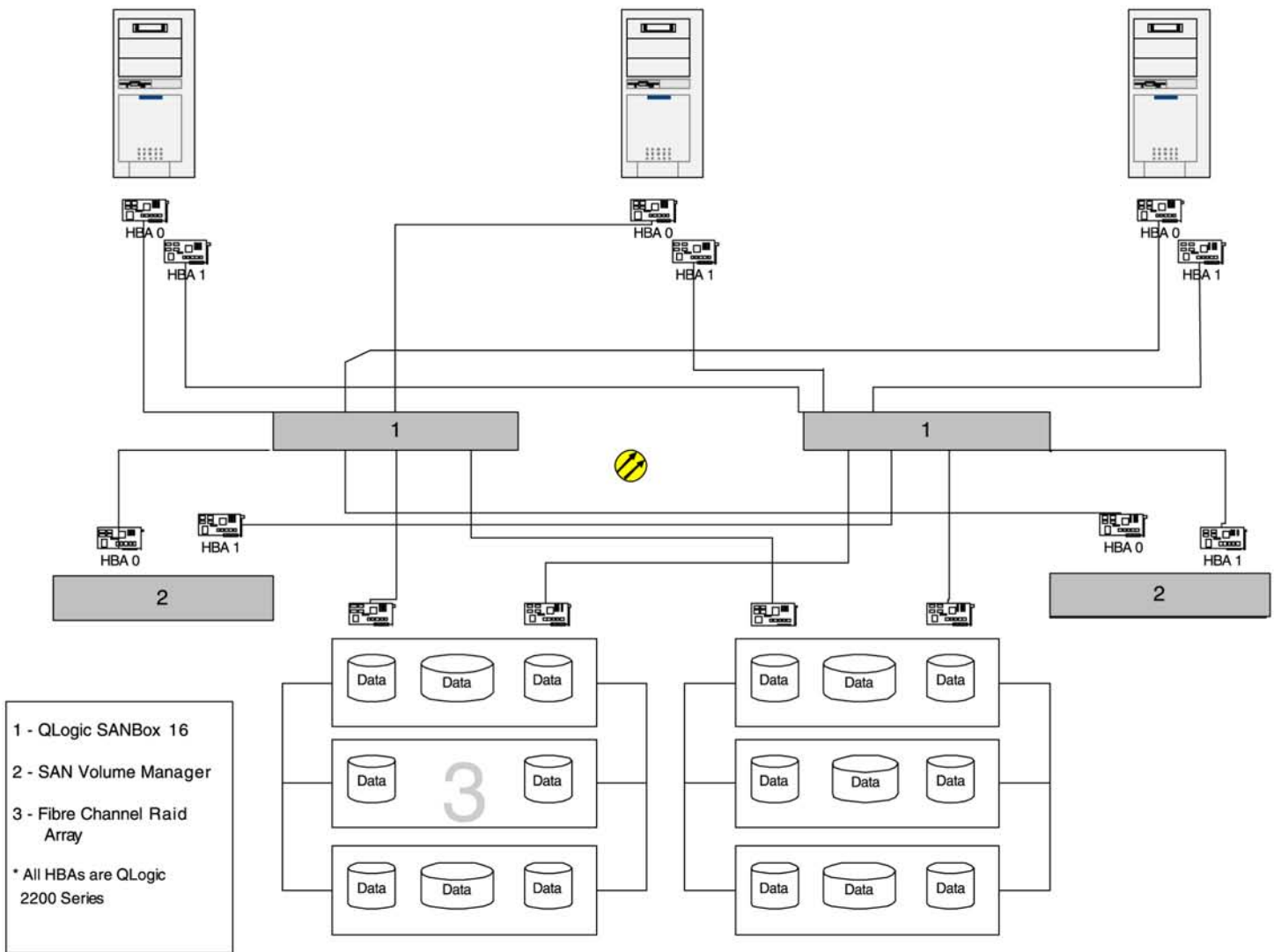
### KEY BUSINESS RESULTS

Ease of manageability, multi-platform support and high availability of a QLogic-based SAN allows bigVAULT to provide highly cost-effective enterprise-class storage solutions to the small-to-medium business market. QLogic's single-vendor, end-to-end solution meant streamlined integration and support, fully tested and certified interoperability, and the flexibility to scale as customer demand grows.



# SUCCESS STORY

## bigVAULT Storage Technologies



Compliments of 

 **ENTERPRISE**  
Storage Solutions

3835R East Thousand Oaks BLVD. #315  
 Westlake Village, CA 91365  
 Tel 877.230.2837 / Fax 805.435.2500 / [www.ess-direct.com](http://www.ess-direct.com)



QLogic Technology Partners Success Story  
 bigVAULT Storage Technologies  
 © 2001 QLogic Corporation. All rights reserved.

