



## THEINFOPRO RESEARCH RANKS FILE VIRTUALIZATION AS HOTTEST NEW STORAGE TECHNOLOGY IN PLAN TODAY AMONG FORTUNE 1000

### *File Virtualization Takes No. 1 Position on Storage Management Technology Heat™ Index*

NEW YORK, October 24, 2006—TheInfoPro (TIP), a leading independent research network for the Information Technology (IT) industry, today released its Wave 8 Storage Management Fortune 1000 Report.

Results of the study showed that File Virtualization moved into the top position on TheInfoPro's Storage Technology Heat Index™, which measures users' reported spending and implementation plans and is based on interviews with TheInfoPro's TIPNetwork of Fortune 1000 IT professionals.

To view a rich media presentation of findings visit: [http://www.brainshark.com/theinfofro/storw8\\_smr\\_f1000\\_pr](http://www.brainshark.com/theinfofro/storw8_smr_f1000_pr)

“For the last three Waves of research, Information Lifecycle Management (ILM) strategies, including data migration, archiving and classification, and data encryption have been topping the Technology Heat Index. However, with installed NAS growing rapidly in the data center and the long project timelines needed for block virtualization, Storage professionals have been focusing their near-term energies and budgets on improving file content,” stated Robert Stevenson, Managing Director of TheInfoPro's Storage Sector.

TheInfoPro's study also revealed EMC's Rainfinity as the leading “in use” file virtualization solution, followed by NetApp. However, the “in plan” responses from the study indicate Acopia is edging out NetApp, while EMC still leads overall. The list of vendors cited by end users for File Virtualization in the Wave 8 Storage Management Fortune 1000 Report included EMC, NetApp, Microsoft, Cisco, Acopia, NeoPath Networks, HP, Packeteer, Brocade, IBM, Sun, Topio, ONStor, Kazeon, and IBRIX.

While file virtualization has moved up in the Technology Heat Index, TheInfoPro's Competitive Landscape Index shows the market becoming increasingly competitive as end users look to consolidate file solutions, including NAS gateways, data classification, WAFS and archiving, from their primary NAS supplier. This emphasizes the need for strong partnerships between established industry players including EMC, IBM, Symantec, NetApp, Cisco, Iron Mountain, CA, Oracle, CommVault, HDS and niche players PolyServe, Arkivio, Zantaz, StoredIQ and Index Engines.

#### **About TheInfoPro**

TheInfoPro (TIP) is a leading independent research network and supplier of market intelligence for the Information Technology (IT) industry. TheInfoPro, the "Voice of the Customer," helps IT professionals, technology providers, and the financial community, make sound decisions on technology, business strategies and investments. Through a peer network of over 900 of the world's largest buyers and users of IT, TheInfoPro delivers real-time expertise and analysis on technology, industry opportunities and trends. Since 2001, TheInfoPro has been helping clients exceed their business potential. For more information or to join the TIPNetwork visit: [www.theinfofro.net](http://www.theinfofro.net) or call us at +1 212.672.0010.