Business News

HDS appoints Kerstin Baxter as Director of Volume Channels, APAC

Hitachi Data Systems, a wholly owned subsidiary of Hitachi, Ltd. has announced the appointment of Kerstin Baxter as Director of Volume Channels, Asia Pacific. In her new role, Kerstin will be responsible for driving the expansion strategy for Hitachi Data System's growing volume channel business in Asia Pacific with respect to key global and regional partnerships like Acer, Ingram Micro, as well as with newly-identified players from the small and medium business.

Kerstin Baxter, Director of Volume Channels, Asia Pacific, Hitachi Data Systems

Kerstin brings a proven track record to her new role. Most recently, she was the Channel Director of Hitachi Data Systems in Australia and New Zealand, where Kerstin was responsible for developing and expanding Hitachi Data Systems' channel program to bring enterprise-class storage solutions to large and small organisations throughout Australia and New Zealand. Prior to that, Kerstin spent ten years at Microsoft Australia in various leadership and sales-focused roles. She was responsible for developing and executing Microsoft's Partner strategy and was successful in exceeding the business targets by effectively leveraging its partner communities.

Cisco, EMC partner on data security

Cisco and EMC have announced the intention to expand their strategic alliance to offer customers holistic data security solutions that span different layers of the information technology (IT) infrastructure, including storage, servers, networks and data center security.

The companies plan to build on their existing collaboration to develop integrated products, services and best practices by taking advantage of resources and technology from Cisco, EMC, and RSA, the Security Division of EMC. These will be designed to provide customers with the ability to discover, secure, track and enforce the usage of sensitive data stored in the data center and at desktop and server endpoints, as well as while sensitive data is transmitted across enterprise networks.

Cisco and RSA also intend to continue to collaborate in the area of data center security, data encryption and key management. Customers will soon be able to encrypt data-at-rest stored on tapes and virtual tapes through the integration of Cisco MDS 9000 Storage Media Encryption (SME) and the RSA Key Manager.

Infineon sells HDD chip business to LSI

In a move focusing on its core business, Infineon will sell its hard-disk drive chip business to LSI Corp. LSI will take over Infineon's HDD business which designs, manufactures and markets devices for hard disk drives, such as read channels and controller ASICs. The planned transaction includes customer relations as well as expertise; beyond that, Infineon will grant an IP license to LSI. In addition, the deal includes a service agreement. However, it does not include the transfer of employees.

For LSI, the takeover is intended to strengthen the company's position in the market for hard disk drive silicon solutions. The move is expected to close during the second quarter.

BakBone announces certification with Data Domain

BakBone Software, the leading provider of heterogeneous integrated data protection, is now certified with Data Domain. The combination of BakBone's award-winning data protection solution, NetVault(R): Backup, and Data Domain's advanced deduplication storage systems gives customers high-performance, cost-effective data protection that provides concurrent, scalable backup operations; seamless integration; and lower total cost of ownership.

Disk to disk backup enhances performance, increases reliability and provides comprehensive data protection. Data Domain's deduplication storage systems address a broad range of nearline storage application workloads including disk backup, archiving and network-based disaster recovery.

By pairing NetVault: Backup's data protection solution with Data Domain's deduplication storage systems, organizations can efficiently address the full range of their data protection needs while achieving average data compression rates of 20x. The combination of BakBone and Data Domain products has already helped many organizations better manage data.

Broadcom acquires Sunext Design

Broadcom Corporation, a global leader in semiconductors for wired and wireless communications, has announced that it has acquired Sunext Design, a wholly-owned U.S. subsidiary of Sunext Technology Company Limited ("Sunext Technology"), and has licensed certain optical disk reader and writer technology from Sunext Technology. Sunext Technology is a privately-held fabless semiconductor company that specializes in optical storage technologies.

High definition optical disc players are emerging as a popular platform for in-home entertainment worldwide by combining the benefits of a high definition viewing experience with the convenience and familiarity of DVD media. Sunext single-chip front-end technology is a strong complement to the industry-leading Broadcom system-on-a-chip (SoC) back-end Blu-ray Disc platform, and key to an integration roadmap that will drive the cost of these devices down to levels that enable widespread consumer adoption of high definition optical disc players and recorders.

Brocade collaborates with Intel

Brocade, the leader in data center networking solutions that help enterprises connect and manage their information, has announced that it will be working with Intel Corporation to deliver next-generation server adapters for evolving data center networks.

Brocade will provide its storage networking software technology and expertise, along with Intel's 10 Gigabit Enhanced Ethernet server adapter hardware, to deliver high-performance Fibre Channel over Ethernet (FCoE) server connectivity.

The announcement advances the Brocade Data Center Fabric (DCF) architecture for high performance, multiprotocol data center networks.

The Brocade approach will provide customers with a new server connectivity option to seamlessly protect and extend their current investments in Storage Area Networks (SANs). The evolving FCoE standard is currently being worked on and supported by more than 15 Fibre Channel Industry Association (FCIA) members, including Brocade.

EMC to acquire Iomega

EMC and Iomega have announced a definitive agreement for EMC to acquire San Diego-based Iomega in a cash tender offer of $3.85 per outstanding share, or approximately $213 million. The addition of Iomega's products, brand name, route to market and industry expertise will enhance EMC's reach and focus in the rapidly-growing consumer and small business markets.

EMC intends to commence the tender offer in the next two weeks, with completion of the tender offer expected in the second quarter of 2008, subject to customary closing conditions and regulatory approvals. The acquisition is expected to have no material impact on EMC financial results for the full 2008 fiscal year.

Upon completion of the acquisition, Iomega will serve as the core of EMC's new Consumer/Small Business Products Division. The new division (led by Jonathan Huberman and reporting to Joel Schwartz, Senior Vice President and General Manager, EMC Storage Platforms) will also include EMC Retrospect and EMC LifeLine software. EMC plans to build the division around the strength of the Iomega organization, brand, products and partner ecosystem.

Dell completes MessageOne acquisition

Dell has announced the completion of its $155 million acquisition of MessageOne, Inc., an industry leader in Software-as-a-Service (SaaS) enabled enterprise-class e-mail business continuity, compliance, archiving and disaster recovery services. The acquisition is a part of the company's strategy to use SaaS applications and remote management tools to deliver configure-to-order IT infrastructure services to commercial customers over the Internet.

With its acquisition of SilverBack Technologies, Inc., Everdream Corp., ASAP Software Express, Inc. and now MessageOne, Dell is architecting an integrated service delivery platform of SaaS applications that will enable it to remotely monitor, maintain, troubleshoot and address the majority of routine IT infrastructure issues that challenge businesses of all sizes.

Dell's MessageOne solutions include E-mail Management Services (EMS), which ensure seamless continuity by keeping Outlook and wireless messaging systems running even when Exchange and Active Directory are down and AlertFind, which provides emergency notification and crisis communication services for businesses

IBM acquires Diligent

IBM has announced it has acquired Diligent Technologies, a privately held storage "de-duplication" technology company headquartered in Framingham, Massachusetts with research and development located in Tel Aviv, Israel. Diligent's technologies and employees will become part of the IBM System Storage business unit of the IBM Systems and Technology Group. Financial terms were not disclosed.

Diligent develops in-line data de-duplication software that is integrated with server and storage infrastructures to help organizations significantly reduce the amount and cost of physical storage required in data centers. Enterprise and mid-sized organizations are faced with data centers that are reaching a breaking point of complexity and manageability, while at the same time experiencing explosive demands for storage for new data, transactions, email and back-up files.

Stellar to set up its USA subsidiary

Stellar Information Systems, a leading company of data recovery products and services announced to set up of its branch office in New Jersey, and the east coast of the United States of America. The office will be officially inaugurated in the second quarter of 2008. Stellar is the first Indian Data Recovery Company to open an office in the United States. The new office will have Class 100 Clean Room facility and will provide support and service to existing customers and new customers.

"As expected increased demand for our products in the American market, we are proud to create our new office in New Jersey. Having a direct presence in the US will help us win the confidence of our partners and increase our share market. U.S., in fact, is very strategic market considering our long-term plan for this market, "said Sunil Chandna, CEO, Stellar Information Systems Ltd.

The office of the United States of America and the world enterprises will be carried out through subsidiary Stellar Data Recovery Inc. The technique of highly qualified personnel for this centre will be from India. The operations and business development team will be composed of local professionals.

Tandberg Data partners with StorIT

Tandberg Data Asia has announced a strategic partnership agreement for distribution sales with StorIT Data Storage Solutions (StorIT), a focused and specialized storage value added distributor in India. With combined synergies and strong product portfolios, both companies target to strengthen their focus at addressing the growing midrange market for data storage in India.

"India is an important market for Tandberg Data, and over the years we have built a strong presence and market share. Partnering with StorIT will further strengthen our presence and opens new opportunities in this fast growing market," said Mr Raymond Kang, Managing Director of Tandberg Data Asia. "I am confident that this distribution agreement with StorIT will achieve a high level of synergy in our long term business in India."

This strategic partnership sees both companies focusing on enhancing their current resellers with added storage knowledge and technical capability and at the same time striving to reach a new frontier with recruitment of new resellers and launching of new products in April 2008. Tandberg Data Asia and StorIT will embark on a strong and aggressive go-to-market strategy in the ever-challenging Indian storage market and aim to achieve maximum sales revenues for this year.