# **Open-E Company Portrait**

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#### **Profile**

Open-E is a pioneering leader and developer of IP-based storage software providing complete data management solutions (NAS and SAN), and including support for iSCSI, Infiniband, NFS or Fibre Channel storage access.

The company's flagship product - Open-E<sup>®</sup> DSS V7<sup>TM</sup> and its free version Open-E<sup>®</sup> DSS V7 Lite<sup>TM</sup> - is a robust, award-winning enterprise storage application which offers excellent compatibility with industry standards, supports various hardware setups and is easy to use and manage. Additionally, Open-E DSS V7 is one of the most stable and secure solutions on the market, helping organizations to implement high-performing, yet cost-effective, data storage systems.

Open-E counts for over 27,000 installations worldwide and received numerous industry awards and recognition from PC Professional, Tom's Hardware, Storage Awards, PC Pro and more.

Thanks to the company's reputation, experience and business reliability, Open-E is an esteemed technological partner for industry-leading IT companies, such as Citrix, Intel, LSI, VMware, and Adaptec.

#### History

#### **1998** Founded on September 9th Head Office: Bremen, Germany Selling innovative IT products such as Kenwood, Logitech, 3ware / AMCC and many more

2001

Relocation to Puchheim near Munich, Germany Open-E starts developing its own storage Software

#### 2003

Open-E NAS goes on sale on July 1<sup>st</sup>

2005

Open-E iSCSI is launched at CeBIT, Hannover

2006

Additional office is opened in Redwood City, US Co-operation with Intel

2007

Another branch office is opened in Japan Open-E expands its subsidiary in the US

2008

Relocation of corporate Headquarters to Boston, US Branch offices open in Poland and the UK

2009 Open-E DSS V6 is launched in July

2010

China office is opened in Shenzhen

2011 New Feature Pack NAS (NFS) Failover goes on sale

**2012** Open-E DSS V7 and new Feature Pack Active-Active iSCSI Failover are launched in July

### Locations

**Open-E, Inc.** (Worldwide Headquarters) 2820 Lassiter Rd., Building C Marietta, GA 30062, US Phone: +1 (678) 666 2880 Email: info@open-e.com

**Open-E GmbH** (**European Headquarters**) Lindberghstrasse 5 Puchheim/Munich, 82178, Germany Phone: +49 (89) 800777 0 Fax: +49 (89) 800777 17 Email: info@open-e.com

**Open-E Sp. z o. o.** (**Central & Eastern Europe**) Strzelców Bytomskich 87B Bytom, 41-914, Poland Phone: +48 (32) 281 0330 Fax: +48 (32) 281 0330 Email: info@open-e.com

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**Open-E China** Longyuan Shanzhuang 31-1308 Qingshuihe, Shenzhen, China Phone: +86 (755) 22307984 Email: info@open-e.com

### Management, Sales and Marketing



Krzysztof Franek CEO and President



Janusz Bak CTO



Miroslaw Franek Vice President, Engineering



Todd Maxwell Director of Technical Sales



Vera Neumeyer PR and Marketing Manager

## **Products and Services**

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Data Storage Software Open-E DSS V7



Free Data Storage Software Open-E DSS V7 Lite



Upgrade from Open-E DSS V7 Lite to Open-E DSS V7



Storage Extensions from 2TB, 4TB, 8TB, 16TB to unlimited Capacity



Feature Pack - Active-Active iSCSI Failover



### **Partner Program**

Open-E has established a special Partner Program to offer knowledge resources, professional trainings, promotion materials, services and experienced technical support to partners. Significant investments have been made in Channel Sales, Technical Support and Marketing teams, in order to provide partners with on-demand service to help them sell and support Open-E storage solutions.

Partners can also take advantage of Open-E's services and certify their hardware with the Open-E Certified Storage Server program, become an Open-E Certified Engineer or an Open-E Certified Sales Professional.

Open-E's Partner Program provides partners with storage software solutions and services that are unbeatable in terms of price and performance.

Excellence can be achieved at a lower price point and a higher margin. Open-E is a partner you can trust to help grow your market position.

For more information about the Open-E Partner Program go to: http://www.open-e.com/partners/partner-program/

### **Partners**

With an extensive worldwide network of registered resellers, OEMs and system integrators certified as **Open-E Authorized**, **Silver and Gold Partners**, customers have the flexibility to work with the hardware provider of their choosing, allowing Open-E to focus on its core competency of storage software development.

Meet Open-E's partners on our website: http://www.open-e.com/partners/meet-open-e-partners/