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OPEN-E EXPERIENCES STRONG CHANNEL GROWTH TO ADDRESS RAPIDLY GROWING  
MARKET FOR NEXT-GENERATION IP STORAGE MANAGEMENT SOFTWARE

***IP NAS/SAN Storage Management Leader Positioned To Outpace First-Generation Solution  
Providers With 30 Percent Growth In Market That Leading Analyst Firm Expects To Grow To  
\$5.1 Billion By 2010***

**Boston, MA, Aug 19, 2008** – Open-E, a leading provider of unified IP Storage management software, announced today that the number of companies using its comprehensive NAS/iSCSI software offering has grown by more the 30 percent since its entry into the U.S. market this year. The company has established a worldwide presence with 220 OEMs, resellers and integrators located across North America, Europe and Asia Pacific regions, and is positioned to outpace first-generation solution providers. With over 10,000 installations, in over 93 countries, Open-E data storage solutions are used by Fortune 500 customers worldwide.

**Hot Market Provides Strong Revenue Opportunity for Open-E and the Channel**

IDC predicts a 75.8 percent increase in iSCSI revenue between 2005 and 2010, according to the company's Worldwide Disk Storage External Revenue by Installation report. The firm estimates that by 2010, iSCSI revenue will be around \$5.1 billion or 20 percent of the external disk storage market, up from \$305 million or 3 percent of the external disk storage market in 2005.

To create velocity for resellers and reduce sales cycles, Open-E provides the industry's most flexible procurement and pricing programs to remove financial barriers to sales. Open-E now

provides subscription-based pricing and financing options in addition to standard perpetual software pricing.

As part of its commitment to the channel, Open-E is offering a special summer promotion to its partners. Buy any five products from an Open-E distributor during August and get a free upgrade from Open-E that includes a free 4TB, 8TB or 16TB Storage Capacity Upgrade, or free upgrade from NAS-R3 or iSCSI-R3 to Data Storage Server (DSS). To learn more about the promotional program visit: [www.open-e.com/promotion-usa](http://www.open-e.com/promotion-usa).

“Open-E continues to assert its position in the market as a leading provider of unified IP storage management,” said Krzysztof M. Franek, president and CEO of Open-E. “Organizations, regardless of vertical industry and size are demanding increased operational efficiency, reduced costs, and improved reliability and performance for their storage management requirements – creating exciting opportunities for Open-E and our resellers worldwide.”

#### About Open-E Data Storage Server (DSS)

Open-E Data Storage Server (DSS) provides a fast, reliable, and scalable storage operating system (OS) for IP Storage and is one of the easiest ways of implementing a NAS server and/or an iSCSI technology in a network. DSS offers enterprise functionality, enhanced manageability, superior reliability and increased productivity for applications ranging from file sharing, storage consolidation, backup and recovery, virtualization and disaster recovery.

DSS is built on Open-E’s industry recognized NAS and iSCSI software technology which is noted for its performance, superior security, robust operation and ease-of-use management advantages. With DSS, users can cost-effectively and quickly add storage to an existing network, consolidate storage and backups for multiple servers, centralize storage management with optimal performance and data protection, and improve data availability and efficiency. Additionally, DSS is a full, independent OS and does not require the installation of Linux, Windows or any other OS and can be up and running in 10 minutes.

#### **About Open-E**

Open-E, Inc. is a pioneering leader and developer of IP-based storage management software with headquarters in the United States and Europe. The company’s DSS, NAS-R3 and iSCSI-R3 product lines, aimed at the SMB and SME markets, enjoy a multi-national reputation for best-in-class performance, flexibility, reliability, scalability and return-on-investment. The company’s proven, high-performance software is made simple, allowing system integrators to build massive, stable, secure and easy to use storage systems. Open-E was founded in 1998

and is headquartered in Boston, Massachusetts, with divisions in Europe and Japan. Open-E GmbH, located in Puchheim, Germany, houses the company's development and European sales/marketing functions. Open-E distributes its products through a worldwide partner network that are established in the storage and networking markets. For more information about Open-E and Open-E products please visit [www.open-e.com](http://www.open-e.com)

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