

Whitebox Technology builds storage product

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With locally built workstations continuing to decline in popularity, Queensland's Whitebox Technology has begun chasing the storage market.

The assembler has started building SMB and enterprise-level devices running an operating

system from specialist German developer, Open-E.

The storage software supports iSCSI Storage Area Networks (IP-SAN) and Network Attached Storage (NAS) systems.

Whitebox Technology spotted the opportunity to diversify its product range about 12 months ago, company director, Gavin Ford, said.

"We'd seen many server customers ramping up their storage capacity and wanting years of data readily available to their customers," he said.

With the workstation market taking a

hammering and not wanting to rely solely on server revenue, the company trialed the Open-E software over a number of months before deciding to become the vendor's local hardware partner, Ford said. "Open-E is based on Linux and is just exceptional in performance," he said.

"The operating system itself is actually on a flash module so 100 per cent of the drives are used for storage."



While systems built on Open-E software could stretch from SOHO to the enterprise, Ford said it would be concentrating on larger systems, highlighting a recently-built 12 bay unit with a capacity of 8.25TB in a redundant configuration. Resellers could offer the products alongside traditional server offerings, he said.

Up to 25 per cent of Whitebox's resellers were now actively engaged in selling the Open-E storage systems as part of their offering, Ford said.