GUIDE to Growing Your Business in 2026

WITH OPEN-E DATA STORAGE SOFTWARE

Open-E Supports: IT System Integrators | Resellers | Distributors

Case Studies
from Across the Globe

Testimonials
from Data Storage Professionals

Certified Hardware
for Ensured Performance

Certified Systems
as Ready-To-Go Solutions

Open-E & Partners Make Data Storage Better!
NOW IT'S YOUR TURN!

Navigating Shifts in Data Storage Industry -
Prepare for Success in 2026

The data storage industry is being reshaped by **significant shifts**, driven by national and regional efforts to secure digital sovereignty and manage strategic technology supply chains. The acceleration of data localization requirements and the implementation of acts like the EU's Data Act are reinforcing the necessity for greater control and transparency over data within local jurisdictions. This shift is fueling a trend known as the **Data Repatriation from the Cloud**, where many IT leaders are considering reducing their reliance on global service providers in favor of local, regional, or private cloud infrastructure to protect sensitive data from foreign legal jurisdictions.

In this environment, companies face intense market struggles related to data storage, managing volatile global supply chains of hardware components, such as GPUs, DRAM memory units, SSD, NVMe, and even HDD drives, impacted by geopolitical disruptions and the **Artificial Intelligence boom**.

Overcoming these struggles requires a reliable, highly flexible, and cost-effective data storage solution that ensures resilience, digital sovereignty, and hardware-agnosticism. **This review presents how Open-E data storage software, supported by our partner program, provides the foundation for success**. See how our Partnership Program equips you with the architectural flexibility and security necessary to deliver enterprise-grade data storage systems and **differentiate your services in a rapidly changing global landscape**.

Take a look at our latest achievements with our partners and join forces with us to stabilize your position as a data storage expert and the first-choice company for your clients!

Let's Promote Your Success Story
With Open-E products!

We will help you ensure that the world knows about your latest system implementation details & the benefits your clients gain! Additionally, we will give you a **10% discount for your next order** - this way you gain twice, combining brand awareness with better prices!

Ready to create your story with Open-E?
Scan the QR code!

Case Studies | Open-E JovianDSS in Real Life

Helix

United States of America 🇺🇸

Project for Fortune 500 Insurance Company

Achieved over $5 million in savings in the first year and facilitated the migration of over 2.36 billion pages (420TB compressed) of sensitive data. The project was large enough to enable the closure of an entire data center.

Abacus Electric

Czech Republic 🇨🇿

Project for Non-government Organization - Post Bellum

This non-profit organization is archiving historical memories („Memory of the Nation") and holds 550 TB of raw data, with an annual increase of over 300 TB. The solution offers a raw capacity of 2 x 1.2 PB (2.4 PB total raw capacity) across two single-node servers.

CineSys.io

Canada 🇨🇦

Project for boutique VFX house - Vanity

The client company required high speed and zero downtime. The solution delivered a significant capacity expansion with a total capacity of 1024 TB (1 PB) for high-quality design materials.

Thomas-Krenn.AG

Germany 🇩🇪

Project for technical glass processing company - Irlbacher

The core business generates several terabytes of raw image data daily (up to 400 MB per file) from AI-supported quality control systems. The solution is a high-availability Metro Cluster that provides approximately 52 TiB of net capacity to handle these large datasets and serve as a cost-efficient extension to the primary system.

N-Tec

Italy 🇮🇹

Project for internet service provider - Limitis

Supplies internet solutions to over 5,000 companies. Implemented an All-SSD High Availability Metro Cluster solution for speed and reliability, supporting approximately 80 virtual machines.

Testimonials from Open-E Software Users

Stange Elektronik

Martin Küchler, IT Manager at Stange Elektronik

The collaboration with Open-E and ICO was outstanding. Transparent communication and exceptional technical expertise impressed us across the board. The seamless integration of the High-Availability cluster solution not only met our requirements but also sustainably optimized our IT infrastructure. Flexibility and customized consultation are rare qualities nowadays, but they were perfectly delivered here.

Optima

Manuel Kuss, Senior System Administrator at Optima Packaging

Based on our experience, Open-E was, of course, the obvious choice. We then looked at the Open-E JovianDSS solution, which simply won us over with its feature set. These are the familiar features of the ZFS Data System with snapshot technology and Open-E On- & Off-Site Data Protection. These were simply good solutions that made the product interesting for us.

Code Monkey

Tom Smith, Technical Director at Code Monkey

When looking at the solutions from other vendors, it was all tied into them, their service and support packages, and if anything went wrong, we would have to wait for them; there would be nothing we could really do. In addition, their costs were so much, we wouldn't be able to go for a hugely redundant solution, and we would be relying on the expensive support to sort out our issues if any arose. 100% satisfied with the solution, the system stability is 100%, we have not yet had a second of downtime since we installed our first Open-E Server in April 2020, and since we upgraded this to be a Metro High Availability Failover cluster, it would need multiple failures across multiple hosts to be at risk of being corrupted. I love how we can move the storage from one node to another and reboot the hosts if needed; it's really slick.

Use These Components for the Systems You Sell!

Powered by Open-E Software Products!

These hardware components are just examples of parts you can use when designing tailored data storage systems for your clients.

Keep in mind that Open-E software solutions are hardware- & hypervisor-agnostic. Thanks to that, you can combine them with your hardware & additional software of choice!

See the Full Open-E Certified Hardware Components list!
Scan the QR code!

Open-E JovianDSS Hardware Certifications

Seagate Exos M 30TB HDD

- **Massive Capacity:** 30TB capacity per drive with HAMR technology.
- **Enterprise Reliability:** Mean Time To Failure (MTTF) of 2,500,000 hours, verified system stability, and passed failure simulation tests.
- **Proven High Availability:** Tested for Open-E JovianDSS High Availability Non-Shared Storage Cluster.
- **Optimal for Archiving:** Large capacity for massive enterprise-scale storage infrastructures.

Western Digital OpenFlex Data24 4200 NVMe-oF Platform

- **NVMe-oF Performance:** ultra-low latency and high throughput.
- **Full ZFS Compatibility:** verified for all ZFS functions and NVMe MPIO functionality.
- **Fault Tolerance and Recovery:** passing all functional and stability tests.
- **Ideal for AI/HPC:** combining great capacity & excellent performance.

Toshiba MG11SCA24TE SAS HDD

- **High Capacity and Workload:** 24 TB of storage capacity combined with a Workload Rate Limit of 550 TB/year.
- **High Versatility:** ideal for tailored business-critical deployments.
- **Dual HA Cluster Validation:** for both HA Non-Shared and HA Shared Storage Cluster configurations.
- **Guaranteed Data Integrity:** optimal speed and endurance, suitable for applications requiring high data integrity and availability.

ATTO ExpressNVM™ Smart NVMe Switch Host Adapter

- **High Compatibility and Reliability:** stable and robust operations with the Open-E JovianDSS.
- **Exceptional NVMe Performance:** excellent data transfer speeds, low latency for high-capacity solutions.
- **Enterprise Scalability:** enterprise-level management and configuration capabilities.
- **Targeted for HPC:** perfect for Enterprise Storage Solutions, and High-Speed Data Storage Applications.

Certify Your Ready-to-Go System!

Ensure Peak Performance with Open-E Software

Want to prepare a pre-defined system, ready to address the needs of your clients in a very specific market or industry? We are here to help you! The Open-E certification process gives you not only a verification of the system stability and readiness to match specified requirements.

We also spread news about the latest breakthroughs in our labs, so a full marketing campaign is also counted in - including social media posts & newsletter blast reaching over 15k user database!

Let Us Power Up Your Systems to Re-define the Data Storage Industry! Scan the QR code!
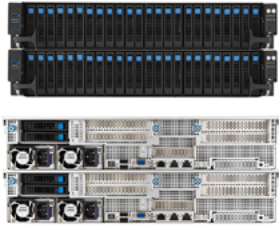
System Certifications

Defend IT Egino NVMe Metro Cluster

- **High-Performance NVMe Metro Cluster:** certified as one of the fastest tested systems.
- **Guaranteed Data Integrity:** continuous data verification to ensure consistency.
- **High Efficiency:** integrates advanced data compression, in-line deduplication, with capacity reduction ratios of 3:1 or more.
- **Scalable Storage:** dynamic capacity allocation, allowing for adaptable expansions as data grows.
- **Disaster Recovery Ready:** unlimited snapshots and clones for swift data restoration.

Full-NVMe EUROstor ES-8724JASA-2U High Availability Metro Cluster

- **High-Density Full-NVMe:** offering a massive usable NVMe capacity of up to 737 TB.
- **Continuous Operation:** uninterrupted services thanks to switching operations to the remote node upon a primary node failure.
- **Guaranteed Data Protection:** multi-layer data integrity checks, unlimited snapshots and clones, and an ongoing self-healing mechanism.
- **Optimized Performance:** tuning and adjusting the system across various demanding workloads.
- **Ideal for Enterprise:** especially for MSPs and Data Centers that require zero downtime.

SENYUM Supermicro All-NVMe HA Cluster

- **Compact High Availability:** designed for medium-sized companies in a compact 1U rack.
- **Ultra-Fast Hardware:** features All-NVMe data storage with an ultra-fast 100Gbit dual-port replication interface.
- **Virtualization Focus:** compatible platforms like VMware and Proxmox.
- **Resilient Data Safeguarding:** continuous integrity checking via checksums.
- **Efficient and Recoverable:** dynamic space allocation combined with unlimited snapshots and clones.

Zstor GS41102 Open PetaByte+ System

- **Extreme Density and Capacity:** astonishing 102-bay 3.5" HDD configuration, offering a capacity of up to 2.2 PB.
- **Data Center and Future-Ready:** designed to meet the demands of emerging technologies such as Artificial Intelligence, Machine Learning, and more!
- **High Efficiency Features:** achieving a capacity-saving ratio of 3:1 or more in environments with repetitive data.
- **Robust Data Integrity:** a self-healing mechanism that detects, fixes, and relocates error-prone blocks.
- **Scalable and Protected:** optimal resource utilization and crucial disaster recovery capabilities.

What Do You Get From It?

AUTHORIZED PARTNER · **SILVER PARTNER** · **GOLD PARTNER** · **PLATINUM PARTNER**

→ **Extra Added Product Value with Open-E Software**

The systems you integrate can now utilize powerful data storage software, designed for ultimate flexibility. Get ready to meet even the most demanding requirements, offering granular control and adaptability that other storage solutions simply can't match.

→ **Ensuring Your Clients' Loyalty Through Tailored Solutions**

A good vendor experience contributes to future purchase choices. Using Open-E's flexible licensing model allows you to maintain ongoing business relationships with your clients. Our software allows you to craft data storage environments that precisely address your clients' specific workloads, performance needs, and budget constraints, fostering stronger, longer-lasting relationships.

→ **Proof of Quality for Your Offerings**

Our QA Lab runs intensive tests on our partner's hardware components and whole systems to ensure that the final product you provide QA matches the highest quality. Crucially, our certification process validates the reliability and performance on your chosen hardware, giving your customers confidence in a truly optimized solution.

→ **Access to Our Exclusive Education Resources**

Acquire a treasury of data storage knowledge collected by Open-E experts for over 25 years! Additionally, gain access to our latest insights and newest solutions that you can offer your clients. Learn how to leverage Open-E's flexibility and its ability to complement SDS offerings to create truly differentiated solutions.

→ **Raised Brand Awareness with Open-E Marketing Campaigns**

Highlighting Your Unique Value - Partnership does not only mean doing business. It primarily means being an ambassador for each other's brand. That's why we do our best to let the world know about the great solutions we develop together with our partners. Our marketing efforts will also highlight the unique value you offer and its benefits!

Our Business Partners:

Boston Ltd

Thomas-Krenn

Eurostor

Starline Computer GmbH

Nemix

Abacus

Newtech. Co

CineSys

Broadberry

Share Distribuzione

... and more!

Our Technology Alliances:

Toshiba

ATTO

AIC

Western Digital

SeaGate

... and more!

Our Software Integrations:

Proxmox

VMware

CheckMK

Microsoft Hyper–V

Citrix

XCP-ng

Ready To Grow Your Business Together with Open-E?

Become an Open-E Partner Today!

open-e

Founded in 1998, Open-E is a well-established developer of IP-based storage management software. Our flagship product, **Open-E JovianDSS**, is a robust, comprehensive, and award-winning data storage application known for its excellent compatibility, ease of use, and stability. It's an undisputed leader in price-performance with over 41,000 installations worldwide. Building on this expertise, we've introduced **Open-E JovianVHR**, a software-defined data storage solution specifically designed to act as the immutable data storage target for a Hardened Repository from Veeam.

With a reputation for business reliability and a commitment to innovation, Open-E has become the technology partner of choice for industry-leading IT companies.

+41,000 software implementations

+27 years of experience

+100 countries worldwide

+800 certified engineers and sales professionals