

## Scale Computing Announces Growth Plans

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### News Release

(Indianapolis) - Scale Computing, a developer and manufacturer of intelligent, clustered storage solutions that are tailored to the needs of the small and medium-sized enterprise (SME), today announced record results for the year ending December 31, 2010. For the full year, Scale Computing's revenue grew six times over 2009 with 79 percent of the company's products in the field sold during 2010. Scale Computing expanded internationally, opening a London office and introducing the company's products to Japan and the Europe, Middle East and Africa (EMEA) region. Scale storage solutions have now been sold in nine countries. To support the demand for the company's product offering, Scale Computing plans to triple employee count over the next two years and triple the size of its Indianapolis headquarters.

"Our 2010 record growth is a testament to our commitment to provide cost-efficient, enterprise-class storage that is tailored to the needs of the SME," said Jeff Ready, CEO and co-founder of Scale Computing. "Repeat customers account for 30 - 40 percent of our businesses, signaling the strength and demand for our scale-out storage solutions. Demand, combined with our rapid channel expansion, has positioned Scale Computing for continued success in 2011."

Additional 2010 company highlights include:

- . Customer base grew 600 percent compared to 2009
- . Partner program grew 500 percent compared to 2009
- . Awarded 10 product and company awards, including Best New Product, Infrastructure Category by PC Mall and The Partnership Excellence Award, announced at PC Mall Vision 2010.
- . Product lines achieved both VMware ReadyT Status and Citrix ReadyT Status
- . Launched multiple new products including the N05 Starter Cluster

"The success Scale Computing sees in the market speaks for itself," said Terri McClure, senior analyst, Enterprise Strategy Group. "It has developed a next-generation, unified, scale-out storage platform tailored for SMEs that don't have, or want to have, resident storage experts. The platform meets a clear market need for simple, scalable storage systems."

Scale officially launched its partner program in 2010, fulfilling a demand created by former Dell and HP resellers after acquisitions of LeftHand and EqualLogic. "As a 100 percent channel organization, our recruitment into the Scale partner program has received tremendous response," said Scott DeWall, vice president of worldwide channel development at Scale Computing.

"Significant profit margin, easy online deal registration and a quick sales cycle are all reasons our partners are leveraging Scale Computing in a market that has been previously underserved."

To learn more about Scale Computing, visit [www.scalecomputing.com](http://www.scalecomputing.com) or call 877-SCALE-59.

### About Scale Computing

Scale Computing is a developer and manufacturer of complete, end-to-end intelligent storage solutions for SMEs. The entire Scale portfolio is based on its uniquely flexible Intelligent Clustered Operating System T (ICOS) technology that offers full-functioning, advanced storage features at a fraction of the price of comparable solutions. Headquartered in Indianapolis, IN with a European office opened in 2010 and presence in APAC, Scale Computing offers its products exclusively through channel partners. For more information visit

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