

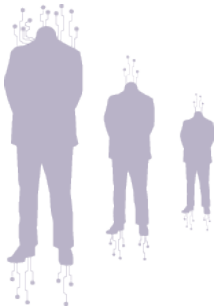


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ONStor 'understands customer pain'

05 Nov 2007

ONStor understands its customers' "pain points", according to Bob Miller, chief executive officer of the network-attached storage (NAS) provider.

His comment follows a performance update from the firm for the third quarter of 2006, which portrays a growth in worldwide sales of 84 per cent, including the addition of new clients in the UK.

The company explains that its solutions may be tempting for many customers as they are capable of implementing file server virtualisation and may reduce operating costs by up to 95 per cent, based on power consumption savings.

"Our sales continue to rise, proving that we clearly understand our customers' pain points and deliver technology solutions that solve them," Mr Miller comments, adding that in a "fiercely competitive" market for NAS, "it's important to always put the voice of the customer first".

Recent research conducted by ONStor revealed that the European data storage industry is leading the US sector in implementing environmentally-friendly data centre infrastructures.

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