



## **Reseller and Systems Integrator Support for the Cisco SN 5420 Storage Router**

### DOTHILL

“Adding Ethernet access to our SANnet™ solutions provides staggering productivity gains and an immediate return on investment. The Cisco SN 5420 Storage Router allows us to use IP networking to deliver a new set of storage networking services to enterprises, service providers, and small to medium businesses using both Ethernet and Fibre Channel-based gigabit-speed storage networks.”

-- *Richard Search, Senior Vice President of Marketing and Product Development*

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### FORSYTHE SOLUTIONS

“Cisco’s entrance into the storage market is exciting news. We have been dedicating significant energy to the area of SAN solutions for the past year, because of the significant benefits the new architecture brings to customers. The clear benefit of the Cisco SN 5420 Storage Router will be in providing storage access across customers’ entire wide area networks, and allowing distributed servers access to storage devices and back-up resources. We are very pleased to be able to offer it as part of our SAN solutions.”

-- *Eva Losacco, President*

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### IBM GLOBAL SERVICES

“IBM tested the Cisco SN5420 Storage Router for connectivity to various storage platforms and servers from multiple vendors. As the leader in networking and storage services, we’re committed to helping customers design, build, test and manage powerful storage solutions using the latest SAN and networking technologies, including the Cisco SN 5420 Storage Router.”

-- *Roger Schwanhausser, Director of Storage and SAN Services*

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#### LEXICON INFORMATION CONCEPTS

“The benefits that the Cisco SN 5420 Storage Router brings to the market will change how Storage Area Networks are implemented in the future. Lexicon Information Concepts is excited to work with Cisco in delivering this IP-based storage solution to our customers.”

-- *Wayne Hunter, President*

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#### PRIMIER-SYSTEMS

“With the introduction of the Cisco SN 5420 Storage Router, Cisco has extended the value of its brand into the core of the network. This product will extend the Storage Area Network throughout the data center without escalating cost and complexity. The Cisco SN 5420 Storage Router protects a company’s main asset: information.”

-- *Vince Cavell, CEO*

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#### SANONE

“The Cisco SN 5420 Storage Router brings tremendous value to SanOne’s storage convergence strategy. We are very pleased with its adaptability within our DAMstor product line. Cisco’s premier technology allows us to extend SANone’s solutions across the entire network infrastructure.”

-- *Mike Flannery, President*

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#### SOLARCOM

“Solarcom recognizes the Cisco SN 5420 Storage Router as a valuable business-ready storage networking solution. With the cost to manage storage climbing to \$12 per megabyte per year, the new Cisco SN 5420 Storage Router will enable IT planners to protect their current storage investments and addresses all of the issues we find our customers dealing with surrounding storage access and connectivity. For customers generating increasingly large volumes of data, the Cisco SN 5420 Router has emerged none too soon and



provides a more permanent, less expensive solution to accessing storage. With the depth and diversity of our customer base, Solarcom will have numerous opportunities where the new Cisco storage router will fit. And based on our years of experience and the history of quality products Cisco provides, we are confident that the Cisco SN 5420 Storage Router will be a tremendous success.”

-- *Eric Prockow, Chairman and CEO Solarcom*

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**TIDALWIRE**

“The Cisco SN 5420 Storage Router will enable our customers to preserve their investment in Fibre Channel SANs while adding the robustness and benefits of wide-area IP networking. Cisco’s leadership position and vision for IP within the storage infrastructure gives our storage customers a new level of performance, accessibility and management.”

-- *Jeff Brandes, CEO*

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