



NEWS RELEASE

Astute Networks announces the industry's first family of ATCA edge storage blades that fundamentally changes the economics of storage for voice, video and data applications

Astute Networks' Caspian Family of Edge Storage Blades built to overcome the complexities and costs of deploying fibre channel storage with innovative new edge storage solutions

San Diego, CA — June 10, 2008 — [Astute Networks, Inc.](#), the leading provider of bladed storage solutions optimized for the most demanding applications on the edge of the networks, today announced availability of the industry's first edge storage products designed to help Telecom, Military and Media customers rapidly, reliably and economically deploy new content and services beyond the enterprise – to the edge of the network. The Caspian R1100 Edge Storage Blade (Caspian R1100) and the Caspian E1112 RTM Storage Blade (Caspian E1112) were built specifically to meet the new demands and solve the complexities of delivering voice, video and data to the edge of network. With a “no compromises” architecture, the Caspian R1100 and E1112 are the first 10Gb iSCSI bladed storage products with built-in high performance, carrier grade reliability, rack density, power & cooling efficiencies, and deployment simplicities – all integrated into one ATCA chassis.

“Until today, Carriers wanting to deploy storage closer to the consumer had to choose complex, proprietary configurations of fibre channel storage which carry higher acquisition and total lifecycle costs.” stated Clark Masters, CEO and President of Astute Networks. “Looking to expand their revenue base and take advantage of the explosion in the interactive and personalized content market, the Carriers now have an open systems, ATCA solution with the availability of Caspian Family of Edge Storage Blades. We're excited about bringing these products to market with our best in class partners and look forward to making Edge Storage made Simple™ a reality for customers worldwide.

The Caspian R1100 and E1112 promise to revolutionize the economics of storage for telecom central offices (COs) and mobile switching centers (MSCs) by significantly reducing the acquisition costs and total cost of ownership of storage. The critical differences provided by the Caspian R1100 and E1112 for the telecom customer base are the unmatched combination of high performance, high reliability, deployment simplicity, and blade density. For the first time, storage can provide the same value proposition to telecom customers that server blades provide – high density, ease of scalability, and ease of deployment and provisioning. This value will be critical to carriers as they deploy storage-intensive applications such as IPTV, IMS, and VoD into their IP networks.

“One of the biggest trends we see effecting the Telecom market in 2008 centers around the expansion of video and data services driving consolidation to all IP networks.” said Lee Doyle, group vice president and general manager of IDC's Network Infrastructure. “As this occurs more video and services will move towards the edge of the network where the importance of open, reliable and easy to deploy storage and servers will be critical to the success. The Caspian R1100's design based on ATCA, 10GbE iSCSI bladed storage certainly positions Astute Networks to play well in this emerging and growing market.”

At NXTcomm08 in Las Vegas, NV, Astute Networks and their partners, Sun Microsystems, Inc., Kontron, and NEI Inc., will be demonstrating the Caspian R1100 running innovative, new solutions for IPTV, content delivery using MySQL and iSCSI boot manageability & serviceability. Visit Astute Networks at booth SL4121 in the Las Vegas Convention Center.

About Astute Networks, Inc.

Astute Networks is the leading provider of bladed storage solutions for edge applications such as Telecom Network Control, IPTV/VoD, Military C4I, efficiencies--while being easy to deploy and maintain. Our solutions enable you to achieve lower lifecycle costs, faster time to market, and higher competitiveness for you and your company. Astute Networks is located in San Diego, California and is backed by venture capital firms including Tallwood Venture Capital, Sevin Rosen Funds, Scale Venture Partners, KeyNote Ventures, and U.S. Venture Partners. Additional information is available at www.astutenetworks.com or contact us at edgestorage@astutenetworks.com.

Astute Networks – Edge Storage Made Simple™

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