

Condre Storage Announces Partnership with ROBObak; Agrees to Distribute Protection Software for Small, Remote Offices to Resellers Nationwide

EDEN PRARIE, Minn., Dec. 3 /PRNewswire/ -- Condre Storage, a nationwide distributor and integrator of computer hardware and software serving the VAR and reseller community with a focus in data storage, today announced it will offer the full line of ROBObak data protection software, specifically designed for small and medium-sized companies with multiple remote and branch office sites. The company said it marks the first time it has made such software available to its 350 resellers around the United States.

"The ROBObak software suite is the first product giving our resellers the ability to help companies with many sites fully protect their data through a unified approach," said Dennis Maetzold, Condre Storage's president. "We are particularly impressed by ROBObak's ease of installation, ease of use, as well as its storage-based pricing. With ROBObak, we see a significant opportunity for our channel partners to deliver a solution for companies that need to maximize their protection with minimal resources. We are highly comfortable recommending it to them."

Introduced earlier this year, ROBObak is comprised of four separate, yet integrated, parts:

-- ROBObak - ROBObak software automatically handles backup and restore for both local and remote branch offices. -- ROBObak Open File Manager - Active files are backed up, enabling up-to- the-second protection. -- ROBO Encryption Manager - Using the most sophisticated algorithms available in the marketplace, ROBO Encryption Manager encrypts all the files it backs up. All data assets are securely delivered to the central hub where they ultimately reside. -- ROBOark - Once files have been securely backed up, ROBOark provides an easy-to-use archiving system to ensure round-the-clock access to all valuable information.

ROBObak software is designed to work with standard Windows(R)-based servers, a major advantage over higher-priced appliance-based solutions that force companies to buy expensive hardware. It installs without agent software on client computers, and protects computers running across all of today's most popular operating systems, including Windows, Macintosh, Novell, Unix and Linux, VMS and the IBM iSeries. ROBObak also includes built-in "de-duping" and compression capabilities, rapidly identifying multiple copies of the same information and eliminating the need to transfer the same data more than once.

In addition, ROBObak's patent-pending Advanced File Crawl(TM) technology gives IT departments the unprecedented ability to locate and protect any file type on any server and/or workstation throughout a local network and branch offices within seconds. Advanced File Crawl provides custom templates, allowing storage administrators to quickly choose which files need to be protected at any point.

"Condre Storage has built its solid reputation around the United States by offering solutions to the channel that deliver proven value," said Ron Roberts, ROBObak's president. "ROBObak is consistent with that focus, by providing end-users with a product that protects data across multiple locations, and by giving resellers the margins and support that will enable them to sell it with confidence."

Retail pricing for the ROBObak software system begins at less than \$10,000, and is available exclusively through a channel of authorized resellers in North America and Europe. More information is available from Condre Storage (<http://www.condrestorage.com/>), or from ROBObak (<http://www.robobak.com/>).

ROBObak

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