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CONCENTUS BECOMES PREMIER GRIDSTORE PARTNER TO DELIVER
SCALE-OUT NAS SOLUTIONS TO THE EDUCATION AND SMB MARKET

Companies Partner in the Delivery of Turnkey Storage Solutions that Eliminate Single Points of Failure and Storage Sprawl

MCLEAN, Va. – June 28, 2011 – Gridstore™, the leader in scale-out NAS solutions for the SMB market, and Concentus, a customer-focused IT services and solution provider, today announced that Concentus has become an authorized Gridstore Premier Managed Service Provider (MSP) Partner. Concentus, as member of the Gridstore Partner Program, can now deliver a turnkey scale-out NAS solution for its customers in the education and small to mid-size business (SMB) markets.

By partnering with Gridstore, Concentus can offer a superior storage solution that is cost-effective, scalable and reliable. Using the Gridstore Scale-out NAS solution, Concentus is able to achieve a powerful NAS storage grid that eliminates storage sprawl and multiple single points of failure while reducing the cost of standalone NAS solutions by as much as 50 percent. The Gridstore NASg storage platform is designed to eliminate the risk, cost and complexity of traditional silo-based storage with a simple, scalable solution that grows based on business requirements.

“Gridstore has given us a powerful solution for true competitive differentiation as an MSP and as a VAR,” said Fernando Sabio, principal partner, Concentus. “It eliminates single points of failure and reduces customer support costs so that we can remain exceptionally competitive. The education market in particular has extensive storage sprawl and storage growth issues. Scale-out NAS can grow as needed, so it’s a perfect fit for this market, especially since we can now offer price points that were just not possible before we partnered with Gridstore.”

“Concentus’ expertise in the education and SMB space is very impressive and we are happy that we can help them deliver cost-effective, reliable and available storage solutions for their

customers,” said Kelly Murphy, CEO, Gridstore. “We are pleased to have them join our growing list of premiere MSP partners as we continue to grow in the education market.”

The Gridstore Partner Program

Gridstore supports its Scale-Out NAS solution with a comprehensive partner program to fuel its partners' success throughout the entire customer lifecycle. The Gridstore Partner Program has been designed to offer end-to-end support for MSPs and VARs looking to drive increased revenues by capitalizing on the increasing SMB customer demand for high availability storage solutions. Members of the Gridstore Partner Program receive innovative marketing and financial initiatives including resources, tools and support for prospecting, recruiting, activating and growing new clients. Components of the program include deal registration and protection, co-funded demand generation opportunities and professional services. For more information, please visit: <http://gridstore.com/partners.html>.

About Concentus

Concentus is a customer-focused IT services and solution provider. The company is made up of a group of working IT professionals who recognize the need for a comprehensive set of services to solve the problems of today's business network. From onsite IT support to managed virtual servers, Concentus' suite of services are custom-fit to meet each customers' exact needs and environment. Its line of product offerings, from servers and desktops to high-density enterprise storage systems, are both cost effective and best of breed. For more information, visit: <http://www.concentus.net>.

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