

# Nishan Systems Demonstrates Interoperable Storage Solutions at the Storage Networking World Conference

Submitted by: Omarketing Limited

Tuesday, 15 April 2003

---

Bracknell, UK - 15th April 2003 - Nishan Systems [www.NishanSystems.com](http://www.NishanSystems.com), the world's first supplier of native IP storage solutions, today announced it will feature its IP storage switch solutions at the 2003 Spring Storage Networking World's Interoperability and Solutions Demo (SNW ISD). As a member of the Storage Networking Industry Association (SNIA), Nishan has collaborated with several other major industry vendors to deliver data movement, Geocustering and IP storage device discovery for public review.

"The SNW Interoperability and Solutions Demo has grown to be a major contributor to the value of SNW," said Tom Clark, Director of Technical Marketing at Nishan and former co-chair of the SNIA Interoperability Committee. "As a full voting member of the SNIA, we are committed to the growth of the entire industry and to setting high standards for product interoperability and technology integration."

In the SNW Interoperability Lab, Nishan is participating in two demonstrations in the Secure and Protect Data area and one demonstration in the IP Storage Forum zone. In the Secure and Protect Data area, Nishan will be joining with EMC to showcase EMC's new SAN Copy data migration software between large and medium storage systems, and with XIOtech to demonstrate Geocustering software in a simulated wide area storage link supporting Microsoft applications. In the IP Storage Forum zone, Nishan is joining with Microsoft Corporation to demonstrate the benefits of the Internet Storage Name Service (iSNS) protocol for device discovery in IP-based SANs using iSCSI and Fibre Channel devices.

"The SNIA and its dedicated membership continue to meet end user business and technology needs by testing and demonstrating production-ready multi-vendor storage networking solutions," said Wayne Adams, SNW Governing Board member, SNIA. "Twice a year, the Interoperability and Solutions Demo at SNW features new and proven technological developments that advance the world of trusted storage networking solutions. Nishan's contributions and collaborative efforts to the Securing and Protecting your Data demo and SNIA IP Storage Forum demo have helped make this year's demo one of the most innovative yet."

The SNW ISD will feature more than 40 leading storage and networking vendors in various demonstrations, featuring industry breakthroughs such as the first public review of the Storage Management Initiative Specification v 1.0 and new iSCSI application demonstrations. The ISD will include the following Theme Areas:

- Solutions for Designing and Building Your Storage Network
- Solutions for Managing your Storage Network
- Solutions for Securing and Protecting your Data
- New and Emerging Technologies and Solutions
- Delivering Standards-based Management Solutions (SNIA Storage Management Forum)

- Delivering Tested and Supported Networked Storage Blueprints (SNIA Supported Solutions Forum)
- Delivering Storage Solutions Over IP Networks (SNIA IP Storage Forum)
- SNIA Technology Conformance Testing Program

(ends)

#### PRESS AND ANALYSTS:

Rose Ross and Hannah Knowles  
Omarketing Limited  
T: +44 (0) 208 255 5225  
rose@omarketing.co.uk  
hannah@omarketing.co.uk

Interviews available

#### About the SNIA

The Storage Networking Industry Association (SNIA) is a not-for-profit organisation, made up of over 300 companies and individuals spanning virtually the entire storage industry. SNIA members share a common goal: to set the pace of the industry by ensuring that storage networks become efficient, complete, and trusted solutions across the IT community. To this end the SNIA is uniquely committed to delivering standards, education and services that will propel open storage networking solutions into the broader market. For information visit the SNIA web site at <http://www.snia.org>

#### About Nishan Systems

Nishan Systems, the world's first supplier of native IP Storage solutions, builds open storage networking products based on IP and Ethernet, the international networking standards. Nishan's Multi-protocol Storage framework supports iSCSI, iFCP, FCIP, iSNS, and Fibre Channel. The highly reliable and manageable IP Storage fabric extends seamlessly from the data center to the metro area and beyond. Nishan's products are fully compatible with the millions of LAN, MAN, and WAN routers and switches already installed and mastered by IT professionals. Nishan Systems has been named to top company rankings in Computerworld, Red Herring Magazine, and the San Francisco Chronicle, and Nishan's IP Storage switches recently received the InfoWorld Readers' Choice Award for best new storage products. Nishan Systems, a full voting member of the Storage Networking Industry Association (SNIA), is based in San Jose, California, and can be reached at [www.NishanSystems.com](http://www.NishanSystems.com) and at +44 (0) 1344 742 8 73.

Nishan Systems, the Nishan Systems logo, Blended Fabric and MultiService Interface, are trademarks of Nishan Systems, Inc. Other trademarked or registered names are the property of their respective owners.