

# PANASAS INCREASES EUROPEAN REVENUES BY OVER 55% AND EXPANDS TO MEET GROWING INTERNATIONAL PARALLEL STORAGE MARKET

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Panasas Prepares to Capture European Share of \$4.8 Billion Storage Market for High Performance Computing

London, UK – March 3rd 2008 – Panasas, Inc., the global leader in parallel storage solutions, today announced that European revenue has grown by greater than 55% in the last 12 months. Responding to the rapidly growing demand for parallel storage solutions in the region, Panasas has significantly grown its European customer base and local presence. This allows Panasas' increasing list of European customers to achieve competitive advantages in their markets with high-performance storage solutions and, faster time to results for their data-intensive applications running on Linux clusters.

In anticipation of doubling international revenue growth during 2008, Panasas is strengthening its presence in Europe with additional staff and growing its European sales team by over 50%. Augmenting the direct sales team, the company utilises a strong partner network that currently supports sales in 14 different countries across Europe including Belgium, the Czech Republic, Denmark, France, Germany, Israel, Italy, Netherlands, Norway, Russia, Spain, Sweden, Switzerland and the UK.

This network allows Panasas to offer local expertise at all stages of the customer relationship and has enabled the company to build an impressive customer base, including a number of leading European car manufacturers, the Atomic Weapons Establishment, Petroleum Geo Services, Fugro, and the University of Cologne.

“A fundamental change is occurring in the large-scale computing landscape. The emergence of Linux clusters and the new generation of data-intensive parallel applications built to run on them is driving requirements for a new approach to scalable storage,” said Derek Burke, commercial director of Panasas Europe.

Whether imaging the earth's substructure to discover new energy reserves, analysing the latest designs for improved fuel efficiency or ensuring optimal response to a natural disaster, Linux clusters deployed with Panasas parallel storage deliver a highly scalable, easy-to-manage and cost-effective platform for simulation and modelling.

“The migration to multi-core clusters has driven the need for new storage solutions that complement Linux clusters by offering linear scaling of performance, massive capacity growth and simple appliance-like management. Our rapid growth in Europe clearly reflects that Panasas is meeting this need. With IDC forecasting the HPC storage market to grow to over \$4.8 billion this year, we believe Panasas is one of the few vendors with both the resources and expertise to satisfy international demand.”

Panasas ActiveStor Storage Clusters eliminate storage I/O bottlenecks and optimise the application performance and compute utilisation of Linux clusters. Customers from the energy, manufacturing and financial services markets running seismic processing, computer aided engineering (CAE), electronic design automation (EDA), and risk analysis applications receive a scalable, manageable and high

performance turnkey solution that is optimised for multi-core servers.

Panasas partners with key software vendors such as Ansys, Inc., CD-adapco, Landmark and Paradigm™. These partnerships are already providing customers with improved application performance, linear scalability, higher utilisation of their compute clusters and a high-performance storage solution that is both reliable and easy to manage. Some of the world's largest organisations are bringing products to market faster and growing their profitability by utilising Panasas parallel storage solutions alongside industry-leading software applications.

#### About Panasas

Panasas, Inc., the global leader in parallel storage solutions, helps commercial, government and academic organizations accelerate their time to results leading to real world breakthroughs that improve people's lives. Panasas' high-performance storage systems enable customers to maximize the benefits of Linux clusters by eliminating the storage bottleneck created by legacy network storage technologies. The Panasas ActiveStor Parallel Storage Clusters, in conjunction with the ActiveScale® Operating Environment and PanFS™ parallel file system, offer the most comprehensive portfolio of storage solutions for High Performance Computing (HPC) environments. Panasas is headquartered in Fremont, California, USA.

For more information, please visit [www.panasas.com](http://www.panasas.com).

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