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News

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INRANGE Announces 128-Port FC/9000 Fibre Channel Director

Extends Leadership Position in Enterprise Storage Networking With Industry's Most Scalable, Highest Performance SAN Switching Technology

(LUMBERTON, NJ, MARCH 22, 2001) – INRANGE Technologies (Nasdaq: INRG), a leader in scalable networking solutions, today announced general availability of the 128-port model of its IN-VSN™ FC/9000™ Fibre Channel Director, the industry's most scalable technology for building Storage Area Networks (SANs). The new FC/9000-128 supports at least twice the capacity of its closest competitor, and offers users the highest-performance switching infrastructure on which to centrally manage and add storage resources, without interruption to business.

Storage Area Networks (SANs) are gaining wide acceptance in the enterprise marketplace, offering an effective way to manage the increasing volumes of information generated by today's electronic business initiatives. In recent analyst surveys, the ability to easily manage the explosive growth of these storage networks is the number one concern for corporate users. It is this requirement that the large-scale FC/9000 directors specifically address.

INRANGE introduced the industry's first 64-port fibre channel director in early 2000, in response to this emerging market need for users to build SANs that could expand easily and maintain performance levels as ports were added, that were simpler to manage than weaving together a mesh of smaller switches, and that offered bullet-proof levels of redundancy to protect businesses with no tolerance for downtime. "The key letters in Storage Networking are R-O-I," noted INRANGE President and CEO Greg Grodhaus. "This comes from reduced management cost, non-disruptive growth strategies, and full, non-decreasing-throughput storage networks that are always on, always available. Director-based solutions are best suited to deliver that, enabling existing levels of IT staffing to manage exponentially growing storage resources most efficiently."

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FC/9000 technology has established great traction and driven rapid growth of INRANGE's Open Storage Networking line of business, which is expected to grow on the order of 175% in 2001, following 179% growth in 2000. "The FC/9000 is fast becoming the large-scale backbone of choice for all systems and servers," stated Grodhaus. "More than 98% of the traffic directed by our FC/9000 technology is for Unix, NT, Linux, and other open systems platforms. We have no server or storage platform bias or limitations in managing networks. Our customers want us to connect to, and manage traffic to, whatever is 'at the other end'. Large-scale applications and storage requires large-scale switching solutions. INRANGE provides much more than the technology. We supply the knowledge and resources directly, and on behalf of our business partners such as QLogic, IBM and HDS, we help our customers use technology tailored to their unique environments and specific applications to solve their complex business problems."

Recently, companies such as OnMoney.com, Austrian Railways, and Eclipsys have all selected FC/9000 directors to serve as their "core" SAN infrastructure, citing the benefits of being able to install a solution that permits large-scale storage consolidation while permitting full throughput between all devices on the network, even as they grow. Last month, Storage Access – an emerging Storage Service Provider – announced that it standardized on INRANGE storage networking technology for installation at their points of service because of the FC/9000's fault-tolerant design and unmatched capability to enable server/storage access without restriction, across multi-vendor environments.

The IN-VSN family has gained traction in the alternate channel market as well. "The IBM vision for Enterprise Storage Networks requires us to provide our customers with a network that grows as the business grows," stated Duane Dueker, VP of SAN Marketing for IBM. "The scalability advantage of the FC/9000 platform, in both 64 and 128 port configurations, is a key tool that we leverage in building true enterprise-class storage networks."

The Road to Next-Generation SANs

The 128-port FC Director is available immediately for factory orders. In keeping with INRANGE's tradition of investment-protection, users of the 64-port FC/9000 systems can migrate to 128-port models through simple field upgrades. Today's announcement is another milepost in INRANGE's technology roadmap announced last year that gives SAN users the means to build large-scale storage networks that grow seamlessly as business requirements dictate. However, just as important is the fact that the 128-port models are a continuation of the INRANGE Extensible Core Architecture™ (XCA), the industry's only 'any-to-any, non-blocking' design that allows SAN switching to scale to these levels without paying the latency performance penalty normally associated with SANs of this size. Even as a customer grows its FC/9000 from 24 to 256 ports, the performance per port does not degrade.

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"We see an increasing requirement for very scalable storage networking solutions," stated John McArthur, Vice President of Worldwide Storage Research at IDC. "INRANGE continues to advance scalability and capabilities for large networks."

INRANGE's previously announced 2001 roadmap includes planned announcements of technology that complements its Virtual Storage Networking strategy – the ability for SANs to communicate anywhere, anytime, over ubiquitous WAN and optical networks. The existing IN-VSN solutions for optical networking (DWDM) and channel extension will be complemented by Fibre Channel over WAN offerings to be released over the next ninety days, further enabling SAN benefits to be expanded beyond traditional geographical boundaries. In addition, with its technology partner QLogic, INRANGE will provide 2GB and 256 port director technologies later in 2001.

About INRANGE Technologies (www.inrange.com)

INRANGE Technologies designs, manufactures, markets and services networking and switching products for storage, data and telecommunications networks. Our products provide fast and reliable connections among networks of computers and related devices and are used in global 2000 businesses and other enterprises that operate large-scale and heterogeneous systems where open connectivity, reliability, and continuous availability are critical. Our products are designed to be compatible with various vendors' products and multiple communication standards and protocols.

Forward-Looking Statement

This press release contains a discussion of our expectations for our product introduction and capabilities, and other forward-looking statements, in addition to historical facts. Statements regarding our product introduction and capabilities, competitive strengths, business strategy, future financial position, the markets and market growth for our products, and our plans and objectives, are forward-looking statements and made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements in our release can also be identified generally by the use of forward-looking terminology such as "may", "will", "expect", "should", "intend", "estimate", "anticipate", "believe", "continue" and the like. Due to the risks and uncertainties of our business, including, but not limited to those described in the "Risk Factors", "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Business" sections of our prospectus, and the other reports we file from time to time with the Securities and Exchange Commission, readers are cautioned not to rely on these forward-looking statements, which speak only as of the date of this release. In particular, the timing of the introduction and the capabilities of the products we are developing are subject to the risks and uncertainties of our business, described in those sections and other reports. We can give no assurance that our expectations, as reflected in these forward-looking statements, will prove to have been correct and our actual results could differ substantially from those anticipated.

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