



Driving Innovation

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Storage and the Content Revolution

The last decade has seen a dramatic increase in the volume of data that is captured, processed, stored and manipulated as digital information. This information is generated by many sources, including business applications, e-mail communications, the Internet and multimedia. Additionally, regulatory requirements and company policies requiring data preservation are expanding the use of storage resources in the enterprise. Collectively, these various drivers fuel the increasing demand for data storage capacity.

Digital storage is not limited to the business place; it is a part of daily life. Storage capacity is required for the creation, transfer and long-term maintenance of all digital content and Xyratex is at the heart of this content revolution.

Xyratex: Innovative Solutions for OEMs

Xyratex is in a unique position to capitalize on the insatiable demand for storage. With over 25 years of storage experience, Xyratex's expertise covers the entire spectrum of the storage industry - from Storage Infrastructure Solutions used in the manufacture, cleaning or testing of more than 75% of the world's hard disk drives to Networked Storage Solutions that enable businesses to harness the power of over 14%¹ of the world's storage capacity. Xyratex's seasoned management team and employees, coupled with a broad portfolio of storage related intellectual property, form the foundation for the company's success and leadership in the market.

Xyratex's customers are the A-list of the storage world and include the most innovative and powerful companies in a range of industries including hard disk drive manufacturing, digital media and entertainment, medical, oil and gas. Our customers focus on an extensive list of market segments and applications including fixed content, archiving, compliance, security and disk-based backup and protection. Xyratex is first to market with technologies in storage protection (RAID), connectivity (Fibre Channel, SAS) and manufacturing automation (asynchronous test cell automation), enabling an extensive array of customers to utilize Xyratex's technology to drive innovation within their own businesses.

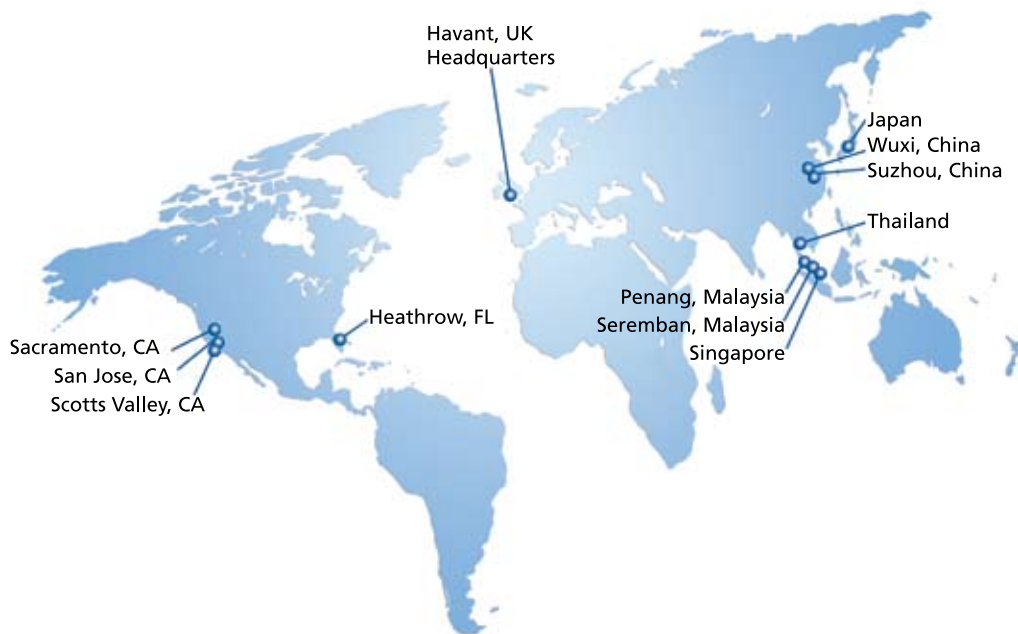
By outsourcing their storage testing and systems to Xyratex, our customers are able to reduce their manufacturing and operations overhead, receive the benefits of a global operation, all while staying ahead of their ever changing competition.



"Xyratex's 20 years of experience making outstanding products with hard drive process automation, combined with expertise in power efficiency, cooling and enclosure design for storage, provides OEMs with an ideal partner."

- Joe Martins
Managing Director,
Data Mobility Group

¹ Based on annual calculations



“The scale and innovation available through Xyratex has allowed the company to develop strategic partnerships with various OEMs. The fact that Xyratex ships over one petabyte a day is a testament of the value it brings to the storage industry.”

- Dave Reinsel
Director Storage Research, IDC

● A Commitment to the Environment and Community

Xyratex’s presence in Europe, America, and Asia, with production facilities in each, makes us a truly global organization with world wide responsibilities. We take our corporate social responsibilities very seriously and closely monitor our own activities and those of our suppliers. As a world wide organization, Xyratex complies with international legislation, standards and compliance initiatives to support the environmental aims and objectives of our customers. Environmental and social responsibility is integral to producing world class products.

● Xyratex: Driving Innovation

Established in 1994 from a management buy-out of the IBM Havant facility, and publicly listed on the US NASDAQ stock exchange, our sales have grown ten fold since 1999. Xyratex employs more than 1600 employees world wide. Competing in a global market, we set high standards for ourselves, inspiring our employees, and driving innovation in all that we do. We believe this has been a key factor in fueling our sustained growth. Our successful business strategy identifies emerging technologies in which we can invest, both in the product and production process design.

Through technology leadership and innovation, Xyratex empowers OEMs and Solution Integrators to maximize their potential, focus on their core competency and stay ahead of the competition.

Driving



• Synergistic Technology Divisions

Xyratex includes two strongly synergistic divisions — Networked Storage Solutions (NSS) and Storage Infrastructure (SI).

Networked Storage Solutions

Networked Storage Solutions develops enterprise class storage sub-systems including RAID, JBOD and SBOD and application driven offerings for OEMs and Solution Integrators. Xyratex is renowned for high performance, high capacity solutions that seamlessly integrate into a variety of DAS, NAS and SAN environments. By outsourcing the storage element of their solution to Xyratex, OEMs have access to cutting edge technology and benefit from Xyratex's product test, integration and warranty services. These advantages reduce the OEMs' time-to-market; minimize service and maintenance costs and increase solution reliability and customer satisfaction.

Since shipping in 1998, Xyratex RAID technology has received market approval from industry leaders for their performance and advanced features. Our standard enclosures and high density nearline storage enclosures are recognized as best in class for their power, packaging, and energy efficiency and enable Xyratex to take advantage of the emerging demand for bulk storage applications. A modular design approach enables Xyratex to tailor storage subsystems to meet the specific price and performance requirements that OEM customers demand. All Xyratex solutions come with StorView™ software that simplifies the administration and configuration of storage.

Innovation



Storage Infrastructure

Xyratex is the leading global independent provider of HDD process and test equipment, as well as precision cleaning systems. Our modular design approach and pioneering technology enable us to provide leading-edge production equipment to the HDD industry.

Over the past few years, we have installed and supported production equipment to leading HDD manufacturers and their component suppliers, including Seagate Technology, Western Digital, HGST (Hitachi Global Storage Technologies) and Hoya. Our products can be configured to accommodate the various needs of the latest HDD technologies including perpendicular media, the various form factors and the newest hybrid drives.

Xyratex works closely with HDD companies to create innovative solutions for high-volume manufacturing. Xyratex systems can be used in a wide-range of applications for the production, final assembly, and test of customer products. These systems provide manufacturers operational efficiencies, time-to-market advantages and enable them to better prioritize limited internal resources to achieve the lowest manufacturing cost.

“Xyratex has done what few equipment firms have been able to do: displace entrenched competitors with excellent designs and solutions to become an indispensable supplier of cutting-edge process and test technology”

- Mark Geenen
President,
TrendFOCUS, Inc.



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ISO 14001: 2004 Cert. No. EMS91560

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