

Xyratex

Delivering Digital Storage Innovation

Market Overview

The last decade has seen a dramatic increase in the volume of data being captured, processed, stored and manipulated as digital information. This information is generated from many sources, including critical business applications, email communications, the Internet and multimedia applications which have collectively fueled an increase in demand for data storage capacity. In addition, regulatory requirements and company policies requiring data preservation are also expanding the use of storage resources in enterprise environments.

Enterprise data is considered to be among an organization's most valued assets and an increasing percentage of overall budget is being spent on storage related hardware, software and services. As well as the rapid growth of data, enterprises face the challenge of managing the accessibility, prioritization and protection of data in a cost-efficient way.

The realization that all data is not equal is driving a proliferation of storage and networking technologies developed to address different data management requirements. These technologies include storage devices incorporating Fibre Channel, SCSI, ATA and Serial ATA, coupled with high bandwidth interconnects such as Fibre Channel, Gigabit Ethernet and IP SCSI (iSCSI). *The emergence of high-speed, low-cost disk drive technologies, combined with higher performance storage networking technologies, has created the opportunity for new storage system architectures in the Networked Storage Solutions market place.*

The proliferation of media rich applications, such as digital music and video, email and Internet content distribution, is also fueling a rapid increase in the use of disk drive technologies to meet consumer driven storage demand. New disk drive markets include digital video recorders, digital music players, gaming consoles and home networking, in addition to traditional personal computer related markets.

This is expected to result in an increase not only in the volume and density of disk drives manufactured to store this information, but also in products with a variety of physical shapes or form factors. *The increase in volume, density and new form factors has created the opportunity for more flexible ways of producing highly reliable disk drives with greater efficiency and at lower cost in the Storage Infrastructure market place.*

These market needs underpin the growth in the creation and proliferation of digital information.

At a Glance

Xyratex is a leading provider of enterprise class data storage subsystems and storage process technology. The company designs and manufactures enabling technology that provides OEM and disk drive manufacturers with data storage products to support high-performance storage and data communication networks. Xyratex has over 25 years of experience in research and development relating to disk drives, storage systems and high-speed communication protocols.

Founded in 1994 in an MBO from IBM, and with headquarters in the UK, the company has over 1,900 employees with over a quarter working in R&D. Xyratex has an established global base, with R&D and operational facilities in Europe, the United States and South East Asia.

Xyratex accesses its markets by establishing long-term mutually beneficial partnerships primarily with leading OEMs and disk drive manufacturers, and by delivering technology directly into large corporations.

Our global presence is well suited to meeting the demands of our customers - the need to be close to market and provide a global support infrastructure are key requirements in sustaining long-term relationships. Xyratex is also recognized for its product innovation and commitment to providing a highly responsive customer-focused service, investing significantly in R&D to help customers stay ahead in the technology race.

Products and Technology

Xyratex's product strategy addresses the needs of the *Networked Storage Solutions* and *Storage Infrastructure* market places, and is based on two strongly synergistic technology lines:

Networked Storage Solutions

High-capacity, high-speed, reliable and flexible data storage subsystems to support a range of communication technologies and performance specifications. These systems include RAID (Redundant Array of Independent Disks) and SBOD (Switched Bunch of Disks) technology.

Storage Infrastructure

Fully automated disk drive test solutions, servo track writing technology and disk processing solutions for high-volume manufacturing environments, enabling customers to produce highly reliable disk drives with increased efficiency and at lower cost.

As disk drive technology is a fundamental building block of any network storage system, Xyratex's leadership in developing disk drive test and process automation equipment, combined with our experience in developing high-density network storage subsystems, provides a unique perspective for understanding data storage market needs, allowing innovation to be leveraged across the entire product range.

Environment & Culture

Xyratex employees are highly skilled, innovative and enthusiastic. They work in a company where things happen quickly and where continuous improvement is a way of life. Many employees hold an equity interest in the Company and benefit further from its success through a compensation and benefits strategy that includes bonuses based on company and individual performance.

Xyratex is committed to the quality of its delivered products and services - the company has been certified to ISO9001 or equivalent since 1984.

Contacts

The company has sales, R&D and manufacturing facilities around the world:

- Japan (Tokyo)
- Malaysia (Penang, Seremban)
- People's Republic of China (Suzhou and Wuxi)
- Singapore
- Thailand (Navanakorn)
- United Kingdom (Havant)
- USA (Fremont, CA; Heathrow, FL; and Sacramento, CA)

If you would like more information about the company or its products, please contact any one of the following:

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