

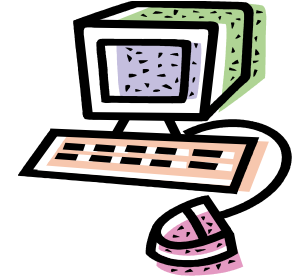
Newsletter 3.1

The New Maintenance Paradigm

Over the better part of this decade, the SAN director and channel extender industry has undergone dramatic change as mergers and acquisitions have generated a succession of new industry leaders from InRange, to CNT, to McData, and now Brocade. As each OEM successively emerged to dominate the industry, the effect has been felt throughout this nearly decade long industry evolution. Only one thing has remained certain: Each successively dominant OEM has "pulled the plug" on its former competitor's products as soon as possible to advance its proprietary product lines to wider use.

The result of this industry upheaval is that many of the widely used director and channel extender products of the older OEMs have been dropped from maintenance support in a relatively short time frame, and a long list of these products are fast nearing end of support dates. End of service dates have been announced for McData's mainstay i10K, 6140 and 6064 directors. CNT's Channelink and USD product lines have already been dropped from maintenance. Support for virtually all InRange products has been discontinued. The very popular InRange CD/9000 will be dropped from support in 2010, as will the InRange FC/9000. Telenex products have been exiled to a start-up company for support, and maintenance for all Computerm products was discontinued as of January 31, 2009.

So what does a user of these older and still exceptional products do - in the biggest recession in eighty years - to fully exploit an investment in older equipment and not have to purchase new equipment simply because of arbitrarily set end of maintenance dates from a new owner of a product line? The answer is to turn to KCI - the leader in legacy support and the best choice for the new paradigm in legacy director switching and channel extension support. KCI is still the best, most reliable resource for high quality, mission critical support for McData, CNT, InRange, Telenex and Computerm products at a guaranteed 30% off the manufacturer's published maintenance rate.



**The #1 Source for
Telenex 2700 Maintenance**

- KCI Supports**
- CNT USD/USDX
 - Computerm 8250
 - InRange CD/9000
 - InRange FC/9000
 - Channelink NAU
 - Channelink XAU
 - InRange 9211
 - McData 6140/6064
 - McData i10K



KCI Announces Buy Back Program for Brocade 48000, McData 6140 and McData i10k Directors

As Brocade rolls out its new DCX product, KCI, Inc. plans to buy back hundreds of Brocade 48000, McData 6140 and McData i10K Directors over the next two years. The older Brocade directors have sufficient port capacity and speed for most customer applications at a fraction of the cost of the new DCX. Secondary buyers feel secure that these machines can be upgraded, maintained and are available at deep discounts off of the original list price. KCI will also lease your new Brocade DCX on a 36 or 48 month term.

Time Has Run Out on Computerm 82XX and CNT USD Maintenance from the Manufacturer. For service, please call (201) 934-6500 x11.



KCI 24 x7 Maintenance
"We never rest so you can."

Brocade USDX Channel Extenders
Also known as: CNT USDX or McData USDX

The Ultimate Storage Director—Extended USDX is the top multi-protocol platform over unlimited distance channel extender for mainframe and open systems environments. KCI supplies both new and used devices for all applications; synchronous or asynchronous disk mirroring, backup/restore or archive/retrieve, extended disk, tape or virtual tape; data migration and content distribution shared storage; peripheral and channel-to-channel extension.

Systems are available for sale, lease or short-term rental. We will also gladly maintain your USD or USDX network.

Please call (201) 934-6500 x11

**Brocade
EDGE 3000**

Interconnects FICON fabrics over extended distances using a new or existing IP or ATM network.

**Low Priced
Channel Extension
Short-term Rental
Available.**