

Network Storage

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System OEMs

Distributors

Large System Integrators

Small System Integrators

VARs

VADS/Retail Chains

TOP 50 SYSTEM INTEGRATORS

TOP 50 VARS

TOP 50 RETAILERS

TOP 50 OEMS

Competition

7.1 BASIS OF COMPETITION	
Price/Performance	
Support for Heterogeneous Environments/Applications	
Investment Protection / Futures	
Reliability, availability, Serviceability / Fault Tolerance	
Ease of configuration and Management	
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ARTECON	
FINANCIALS	
BUSINESS.....	
PRODUCTS	
MANAGEMENT	
AUSPEX	
FINANCIALS	
MANAGEMENT	
BUSINESS.....	

PRODUCTS

BOXHILL

Financials

Business

Products

Management

COMPAQ

FINANCIALS

MANAGEMENT

BUSINESS

Targeted Markets

PC Products Group

Enterprise Servers Group

Network Group

Distribution

PRODUCTS

Enterprise Servers

Web Servers

Professional Workstations

Desktop & Mobile PCs

Networking

Management Tools for lower TCO

STORAGE PRODUCTS

Backup Storage Systems

CD ROM Storage Systems

Hard Disk Drives

DG/CLARIION

FINANCIALS

MANAGEMENT

BUSINESS

PRODUCTS

DELL

FINANCIALS

MANAGEMENT

BUSINESS

PRODUCTS

Server Products

DIGITAL EQUIPMENT CORP

FINANCIALS

MANAGEMENT

BUSINESS

PRODUCT LINE

EMC

FINANCIALS

MANAGEMENT

BUSINESS

PRODUCTS
 Business Continuance.....
 Business Growth.....

HP

FINANCIALS
MANAGEMENT
BUSINESS
 Enterprise Computing.....
 Workgroup Computing
 Small Business Computing
 Product Groups.....
 Industry Solutions Groups.....
PRODUCT ROADMAP

HIGHGROUND SYSTEMS

FINANCIALS
MANAGEMENT
BUSINESS.....
MARKET/PRODUCT

IBM

FINANCIALS
MANAGEMENT
BUSINESS.....
PRODUCTS.....

INVINCIBLE TECHNOLOGY CORP

MTI

FINANCIALS
BUSINESS.....
PRODUCTS.....
MANAGEMENT

NCR

FINANCIALS
BUSINESS.....
PRODUCTS.....
MANAGEMENT

NETWORK APPLIANCE.....

FINANCIALS
MANAGEMENT
BUSINESS.....
PRODUCTS.....

NETWORK STORAGE SOLUTIONS.....

FINANCIALS
MANAGEMENT
BUSINESS.....

PRODUCTS

SIEMENS-NIXDORF

FINANCIALS

MANAGEMENT

SUN MICROSYSTEMS

FINANCIALS

MANAGEMENT

BUSINESS.....

PRODUCTS.....

Hardware and Networking.....

Software and Networking.....

Solutions and Applications.....

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SYMBIOS

FINANCIALS

BUSINESS.....

PRODUCTS.....

MANAGEMENT

VERITAS SOFTWARE.....

FINANCIALS

MANAGEMENT

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RAID LEVELS

DISK STORAGE TECHNOLOGY & MARKETS

SCSI NOMENCLATURE

CLUSTERING

HIGH AVAILABILITY