

## **Delta Dental selects RELDAPA Unified Storage Solution to Support Data Warehouse Growth**

### ***Largest Dental Benefits Company in Colorado “Future Proofs” Fast-Growing Storage Environment with RELDAPA Unified Storage Engine (USE) Platform***

**PARSIPPANY, New Jersey – April 28, 2010** – RELDAPA Inc. ([www.reldata.com](http://www.reldata.com)), the innovation leader in unified block and file storage solutions over iSCSI, announced today that Delta Dental of Colorado, the leading dental insurance carrier for the state, has selected RELDAPA to support the growth of its rapidly growing data warehouse storage needs. Delta Dental has deployed the RELDAPA 9240i unified storage system to consolidate its storage, expected to reach five terabytes within the next four years, replacing its legacy Fibre Channel SAN with RELDAPA’s iSCSI-based platform.

Delta Dental of Colorado is the largest dental benefits company in the state, serving more than one million customers. As a non-profit dental benefits organization, Delta Dental’s mission is to improve the oral health of the communities it serves and offer cost-effective, evidence-based dental plans designed to meet the needs of its customers. An integral part of the company’s mission is to educate its customers about the importance of good oral health with funding and programs designed to reach and treat those who can’t afford dental benefits.

With an expanding customer base and a growing IT infrastructure that includes business intelligence and customer reporting software, as well as financial information and various file systems, the company anticipated the need for more storage capacity. In addition to supporting its growing data, Delta Dental sought a solution that would sustain an Exchange upgrade, as well as work seamlessly with the company’s Citrix XenServer virtualized environment.

“We were quickly outgrowing our existing storage, and facing an Exchange upgrade so we sought a new system to provide more capacity and support the upgrade,” said Scott Threlkeld, information systems manager, Delta Dental of Colorado. “We also needed a system that would align our storage with our existing server virtualization application. But we found that the costs associated with increasing capacity and growing our existing infrastructure and requisite software licenses was very expensive.”

Working with Xdata Corporation, a leading integration and solution provider, Delta Dental chose RELDAPA’s unified storage solution to consolidate its data as it increased capacity, and align its storage with the company’s server virtualization applications. “We’ve found the performance of RELDAPA’s product to be exceptional and a good match for Delta Dental of Colorado’s requirements,” said Tom Harrity, president of Xdata. “We were able to deliver quality, reliability and a cost-effective solution that addressed Delta Dental’s need to simplify storage management, increase capacity, and align its storage with its server virtualization, while getting the most out of their investment.”

Built from the ground up, the RELDAPA Unified Storage Engine (USE™) platform is based on an open, software-centric architecture that delivers superior performance for consolidation of storage within complex multi-vendor and virtualized server environments. RELDAPA USE leverages the iSCSI fabric to manage block and file environments more cost-effectively than with Fibre Channel (FC) alternatives. The RELDAPA Unified Storage solution provides mid-size and remote enterprises with significant benefits

compared to alternative FC networks including ease of implementation and simplified storage management that equates to significant cost savings.

“With RELDATA’s unified storage solution, we’re able to future-proof our storage investment with the company’s unique Save As You Grow licensing model which allows us to increase capacity as our needs grow, without incurring the incremental licensing fees associated with traditional models,” said Threlkeld. “In addition, we have been very pleased with both ease of use and the remarkable performance of the solution. RELDATA’s iSCSI-based product is much faster than our previous Fibre Channel SAN, and has reduced the complexity of our network.”

“The selection by Delta Dental of Colorado is a tremendous validation of the value that RELDATA’s unified storage solution delivers to companies looking for innovative ways to address their growing storage needs,” said Steven Murphy, CEO, RELDATA. “Companies like Delta Dental need a cost-effective storage solution that supports their existing infrastructure, as well as future growth to ensure high availability of their data. We are pleased that RELDATA has become their unified storage solution of choice.”

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### **About RELDATA**

RELDATA is the innovation leader in unified block and file storage solutions over iSCSI which cost-effectively enable mid-size and distributed enterprises to nondisruptively consolidate, virtualize and protect data storage, providing highly scalable, cost-effective integrated storage, disaster recovery and high availability solutions. The RELDATA Unified Storage Engine (USE™) platform allows companies to integrate their existing storage infrastructure to minimize the functional compromise of siloed block and file solutions while reducing administration costs and data protection compliance risk, and preserve current storage investments at lower total costs. Founded in 2005 and headquartered in Parsippany, New Jersey, RELDATA solutions are available through a global network of value added resellers. For more information, visit [www.reldata.com](http://www.reldata.com).