

## **Kontron and Astute Networks integrate first AdvancedTCA server-storage platform for NEPs to design edge-level content delivery solutions**

*Strategic partnership brings to market a unique standards-based iSCSI over Ethernet server-storage platform that elegantly eliminates the need for complex proprietary Fiber Channel storage servers*



**Poway, CA, June 12, 2008** – Kontron, a leading global provider of standard-based and custom embedded and communications solutions, and Astute Networks, Inc, the leading provider of bladed storage solutions optimized for the most demanding applications on the edge of the network, today announced the availability of the market's first fully integrated AdvancedTCA bladed server-storage solution for Network Equipment Providers (NEPs) to design edge-level content delivery solutions. Pre-tested and validated, this commercial-off-the-shelf 2U, 2-slot AdvancedTCA platform provides NEPs new high performance, lower-cost system design opportunities to keep pace with the increasing carrier and consumer demands for social networking, IPTV, and Video on Demand (VoD) content delivery applications.

Scaling edge network architectures to meet these new customer demand levels – reliably and easily – has been a major barrier for NEPs to rapidly design new content delivery applications. The only option has been to design and deploy complex fiber channel-based systems that are difficult to scale and manage. To add to the challenge, the market trend is for even more content to move from local

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storage to network storage, such as for social networking applications used by Facebook, Salesforce.com, Google/You Tube, among others, as well as for IPTV services, where demand for network storage will be triple current storage capacities. Today's announcement provides NEPs a combination of high performance Intel®-based server processing with the market's sole 1.5TB iSCSI over 10GbE AdvancedTCA blade. This powerful configuration enables NEPs to scale from a 2-slot, 2U AdvancedTCA platform that supports 300 standard definition movies deployed in edge networks to a redundant 14-slot AdvancedTCA platform that supports 1,800 movies within 9TB of storage deployed in the central office (CO).

"Together with Astute Networks, we can ensure our clients get to market much faster with this high density, scalable AdvancedTCA platform," said Robert Courteau, General Manager, Kontron Canada. "Both companies are members of a growing and competitive AdvancedTCA ecosystem, and are already working closely with NEPs to give them exactly what they need to quickly and cost effectively design new content delivery applications."

Kontron and Astute Networks will showcase the new results along with a streaming video "Read/Write" benchmark demonstration during NXTcomm in Las Vegas, June 17-19, 2008. Visit booths SL4123 and SL4121, respectively.

"In our collaboration, the two companies focused on two primary goals. The first was to provide a solution designed to eliminate the complexities associated with today's FC storage/server solutions. Eliminating the complexities equates to reducing costs and deployment hassles for the NEPs," said Mike Heumann, Vice President of Sales and Marketing for Astute Networks. "Second, the focus was to bring to market an easy to scale solution that was powerful enough to enable hi-fidelity, hi resolution delivery of services and content. I believe that together, Kontron and Astute Networks have achieved these goals and are bringing to market a leading edge, competitive differentiated solution for our customers."

For more information, please visit <http://www.kontron.com/atca>

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### **About Astute Networks, Inc.**

Astute Networks is the leading provider of bladed storage solutions for edge applications such as Telecom Network Control, IPTV/VoD, Military C4I, and video surveillance. Our focus is to provide you the most reliable storage platform with the highest performance, greatest rack densities, and power efficiencies - while being easy to deploy and maintain. Our solutions enable you to achieve lower lifecycle costs, faster time to market and higher competitiveness for you and your company. Astute Networks is located in San Diego, California and is backed by venture capital firms including Tallwood Venture Capital, Sevin Rosen Funds, Scale Venture Partners, KeyNote Ventures and U.S. Venture Partners. Additional information is available at [www.astutenetworks.com](http://www.astutenetworks.com). Astute Networks - Edge Storage Made Simple(tm)

### **About Kontron**

Kontron designs and manufactures standard-based and custom embedded and communications solutions for OEMs, systems integrators, and application providers in a variety of markets. Kontron engineering and manufacturing facilities, located throughout Europe, North America, and Asia-Pacific, work together with streamlined global sales and support services to help customers reduce their time-to-market and gain a competitive advantage. Kontron's diverse product portfolio includes: boards and mezzanines, Computer-on-Modules, HMIs and displays, systems, and custom capabilities. Kontron is a Premier member of the Intel® Embedded and Communications Alliance. The company is a recent three-time VDC Platinum vendor for Embedded Computer Boards. Kontron is listed on the German TecDAX stock exchange under the symbol "KBC". For more information, please visit: [www.kontron.com](http://www.kontron.com).

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