

## Nominee: Nexsan

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### Nomination title: Nexsan Storage Company of the Year

Nexsan is a global leader in storage, backup and data management solutions that are focused on seamlessly and securely enabling a connected workforce. Its broad solution portfolio empowers enterprises to securely store, protect and manage valuable business data – whilst allowing users to sync, share and access files from any device, anywhere at anytime. Nexsan's portfolio of storage arrays include high capacity enterprise units, secure archiving solutions and unified hybrid storage arrays with added private cloud components bringing innovation into the storage industry.

Nexsan was founded in the UK in 1999, by Gary Watson and Martin Boddy. The company offers its extended range of storage arrays through a 100 per cent channel focused programme in EMEA. Currently Nexsan has more than 20,000 customers worldwide, with over 40,000 systems deployed in over 60 countries through a comprehensive worldwide network of cloud service providers, value-added resellers and solutions integrators.

Nexsan is always looking to expand its reach across the EMEA market and its full range of storage solutions is available for customers throughout the region.

Over the past year Nexsan has continued to drive innovation through its range of storage arrays designed to meet the requirements of today's connected world. Nexsan offers a 15 year history of reliable, economical storage built to address specific business needs. The company's range of storage arrays is designed to ensure businesses can meet all of their varying their requirements. Offering high-density storage (BEAST), Secure Archive Storage (Assureon) and more recently providing enterprise class unified storage features through NST and UNITY, Nexsan is leading the way in the storage industry. Its range of solutions cover industry needs from data management, high capacity storage, cost savings, backup, data security and remote access – covering all the major needs in the storage industry. As a result, Nexsan's portfolio fits into a wide range of vertical markets including: healthcare, digital video surveillance, education, legal, media and entertainment, financial services and the public sector.

Regardless of the size of the organisation, Nexsan is designed to help businesses overcome any storage challenge with its family of comprehensive solutions that store, sync, share and secure data.

Adding onto its extensive range of solutions earlier this year Nexsan added a cloud component onto its regular NST storage introducing the industry's first unified storage solution with file sync and share capabilities – UNITY.

With an increasing need for collaborative working and employees requiring data “on-the-go” UNITY is designed to provide a collaborative working environment with its next generation storage.

It is the first unified storage platform that combines the performance, scalability and the value of DRAM and flash along with private cloud synchronisation. The solution is designed to combat the issues of today's connected workforce whilst still providing the capacity needed for companies who are storing and retaining more data. Nexsan has delivered a new level of storage combating the issues of remote workers allowing users to safely access data across multiple devices from anywhere at anytime.

UNITY also allows organisations to mix-and-match high-performance flash with inexpensive hard disks, thereby reducing cost in comparison to all-flash array storage devices. The solution is designed to provide a full enterprise private cloud infrastructure at no additional cost. Unlike traditional storage, UNITY is designed for today's connected world as it offers site to site synchronisation combined with secure communication across standard Internet connections. These added benefits enable customers to ensure high availability across locations and high-speed access to large files.

UNITY essentially provides today's business with high capacity storage combined with the functionalities of the private cloud for file sharing at no additional cost offering a unique solution in the market.

Key Industry and vendor accreditations include:

- Nexsan UNITY6000 Hybrid Storage scored an “Excellent” ranking in the recent DCIG 2016-17 Unified Utility Storage Array Buyer's Guide.
- In October last year, Nexsan was named as a ‘niche player’ in Gartner's Magic Quadrant for general-purpose disk arrays. Gartner mentioned “Nexsan provides good support capabilities to users with a need for inexpensive, dense, high-capacity storage”.

Key partner and customer testimonials:

**John Greenwood, EMEA Solution Sales Director at NCE:**

**“Businesses are continually evolving and require new flexible and mobile ways to work, which impacts the needs of our customers. Adding UNITY to our portfolio means we can respond to these changing needs. Enterprises require a way for employees to store, share and access files wherever they are and UNITY delivers a way to do that which is also secure and private.”**

**Mick Cooper, Director at iSYS Data Solutions:**

**“The expanded Nexsan portfolio means we can extend the highly consultative approach we take towards delivering innovative and relevant solutions to our customers. We have customers with 500 employees and others with 50,000. But whatever the company size, whether they need high-density storage, secure archive storage, or a way to securely sync and share files, with Nexsan we now have the right solution to fit.”**

**Brian Montgomery, Technical Director at Datarch:**

**“As a leading storage solution provider in Ireland, our approach is to provide high capacity, reliable, cost-effective storage solutions that are simple to deploy and easy to use. Our customers rely on us to ensure easy integration and deployment which is exactly what the Nexsan storage solution brought to the table.”**

### **Why nominee should win**

- **Nexsan delivered the first unified storage solution with file sync and share capabilities and it earned the UNITY6000 an Excellent rating in DCIG**
- **Nexsan allows organisations to mix-and-match high-performance flash with inexpensive hard disks, thereby reducing cost in comparison to all-flash array storage devices**
- **Nexsan is designed to support all smart devices, running Android, iOS, Mac and Windows so users can access data anywhere they need to work**
- **Nexsan provides purpose-built storage for demanding application and business needs**

- Nexsan was named as a 'niche player' in Gartner's Magic Quadrant for general-purpose disk arrays