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## **HOSTWAY LAUNCHES NEW PAY PER GBYTE ON DEMAND MANAGED STORAGE SERVICES**

*Hosted storage options allow businesses to cut costs by only paying for the capacity they need*

Hostway, the leading provider of web hosting and online services, today announced the launch of its new managed storage service. By using a subscription based storage service, businesses in the UK and throughout Europe will benefit from a cost effective and highly flexible way of managing their storage requirements.

The unique service will allow businesses to purchase SAN/NAS storage capacity on a gigabyte per month basis, rather than having to make the significant investment required to gain the benefits of a best-of-breed SAN/NAS system. To deliver these new services, which start from just a few pounds per month, Hostway has selected the Pillar Axiom™ storage system from Pillar Data Systems.

“Today’s businesses are being forced to bulk buy their storage capacity because they either purchase new storage boxes in-house or their managed service provider makes them buy a large amount of capacity at once. However, this doesn’t reflect the needs of businesses that are coping with multiple storage issues like regulation compliance, backup, recovery and archiving,” said John Lang, Head of Systems, Hostway. “Instead, businesses need a way to manage their storage that is flexible enough to respond to their changing needs, yet allows them to trim their storage costs by only paying for the capacity they actually need right now, not the capacity they might ‘grow into’ in two years time.”

Because the Pillar Axiom System offers multiple tiers of service levels within the same system, Hostway’s customers will be able to choose the level of service most appropriate to their needs. As such they will be able to choose from a variety of different storage performance options, from high performance, ideal for frequently used business critical data like databases, through to medium, low and archiving. The service will also allow businesses to achieve true redundancy by giving them the option to have data replicated off-site to other Hostway data centres in the UK or overseas to ensure business continuity and disaster recovery needs are met. Pricing will be on a sliding scale according to the level of storage performance and functionality required.

“It is fantastic to be able to announce our partnership with Hostway on our anniversary,” said Chris Jones, VP of Sales EMEA at Pillar Data Systems. “The Pillar Axiom will provide Hostway

with a storage system that is simple to manage, allows multiple services to be run from a single system and will scale easily as demand increases. The new services will allow Hostway to build on its existing products to offer businesses a complete managed IT solution, covering applications, servers and storage. It will be aimed at businesses contemplating outsourcing their IT, giving them a way to reduce running costs such as ever increasing power requirements and will allow staff to focus on core needs of the business.”

Hostway has chosen the Axiom storage system to allow dynamic storage capacity allocation. The company will implement two Pillar Axiom systems, one in London and a second in Germany, allowing it to provide managed storage services to customers across Europe and provide replication and disaster recovery capabilities between the two data centres.

Information about Hostway's Enterprise Storage solutions is available at [www.hostway.co.uk/storage](http://www.hostway.co.uk/storage)

#### **Hostway Worldwide**

Hostway Corporation ([www.hostway.co.uk](http://www.hostway.co.uk)) provides award-winning web hosting services with eight locations in the US, Canada, the UK, the Netherlands, Germany, Korea, and Australia. Serving customers both small and large, Hostway provides best of breed hosting infrastructure with innovative online tools to help customers broaden their reach and grow their businesses online. Hostway offers a wide range of managed hosting services ranging from simple shared hosting plans to complete dedicated server and VPS solutions to now over 350,000 customers worldwide.

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#### **About Pillar Data Systems**

Pillar Data Systems develops storage solutions that can significantly lower total cost of ownership and dramatically increase storage utilisation rates. The company's Pillar Axiom storage solution, driven by its powerful, simple to manage AxiomONE software suite, consolidates multiple applications, tiers of storage and Quality of Service levels onto a centrally managed platform. Pillar Axiom is the most flexible, easy to manage and dynamically scalable storage system on the market today.

Pillar Data Systems is privately funded by Tako Ventures, LLC, the venture capital arm of Larry Ellison. The company is headquartered in San Jose, California with a development office in Longmont, Colorado. The EMEA headquarters is in Drogheda near Dublin, with operations across Ireland, UK, Germany and France.

Information about Pillar's award-winning solutions and services is available at [www.pillardata.com](http://www.pillardata.com)

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