

IMT Selects gloPlug to Deliver Storage TCO and Spending Management Solutions Across Canada

North Chelmsford, Mass. – November 13, 2007 – IMT Partners, the only provider of vendor-independent solutions for managing the Total Cost of Ownership (TCO) related to information storage, today announced it has selected gloPlug, based in Mississauga, Ontario, to deliver IMT's powerful storage TCO solutions across Canada. Most recently, IMT and gloPlug teamed up to help a major healthcare facility in Canada deploy IMT's eSCM™ v2.3 for managing storage costs across its diverse, medical network.

“From gloPlug’s perspective, the market for Information Lifecycle Management solutions and services is just starting to accelerate; and understanding costs is at the heart of this emerging market,” said Mike Aonso. “To successfully capture share, gloPlug believes clients will need an intimate understanding of their data storage costs, present and future. Further, the level of cost analysis afforded by eSCM is integral to our other solutions, affecting services such as optimization, rationalization, even policy setting; and doing so at the data and application level and across lines of business.”

The recently released eSCM™ v2.3 has powerful features that do not exist in any SRM tool currently available, including a storage TCO dashboard and reports and executive-level dashboards for both financial and operational management to assess the financial impact of technology decisions. It allows IT managers to make informed investment decisions by providing them with a centralized asset inventory and detailed reports on every aspect of TCO associated with delivering storage to end users. It also gives storage managers the power to: track and report on storage capital and operational costs; monitor storage allocation by location and line of business; create chargeback programs; isolate unusable storage; map out technology investments; and facilitate vendor negotiations.

“We are very excited and honored to have gloPlug as the reseller of TCO products and solutions across Canada, said Thien Doan, president and CEO of IMT Partners. “gloPlug has built a team of storage and data management veterans with an average of 20 plus years of experience per person. In addition, they have earned the trusted-advisor roles with many of the largest enterprises across different industry verticals in making the most out of their investments on storage and data management. Because of their existing relationships and roles, gloPlug has introduced IMT Partners to meet with over twenty large and mid-size enterprises in Canada in a period of two months.

About IMT Partners

IMT Partners is the only provider of vendor-independent solutions for managing the Total Cost of Ownership (TCO) related to information storage. This complex task is simplified by IMT's enterprise Storage Cost Manager (eSCM™), the industry's only appliance for managing – and dramatically reducing – the cost of storage and data management. The IMT solution gives executive- and IT-level managers the power to actively manage IT spending by providing a framework for storage cost allocation. Organizations that deploy eSCM™ can significantly reduce the amount of equipment required to house information, thereby reducing IT spending and increasing resource management governance.

About gloPlug

gloPlug is a Canadian corporation of data management experts who have recognized, and acted upon, the need for a singular ability to gather, process and decide on multiple variables affecting infrastructure and data. gloPlug's industry leading solutions provide the ability to implement, manage and monitor information compliance and performance policies to optimize business value and manage risk across a diverse range of business issues.

gloPlug is an IMT Partners Value-Added Partner, Network Appliance Global Embedded Solutions Vendor Partner (ESV) and Network Appliance N.A. Platinum Channel Partner.

Press Contact: Jennifer MacPherson
Kirk Communications
(603) 394-5275