



**For Immediate Release**

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**Crossroads Expands Support for Business Information Assurance (BIA)**

*New BIA-Aligned Product and Corporate Initiatives From Crossroads Deliver Simple, Centralized and Cost-Effective Compliance Solutions*

**AUSTIN, Texas--Feb. 13, 2006**—Crossroads Systems, a leading provider of Business Information Assurance solutions, today describes its corporate strategy to align its products along market and customers Business Information Assurance requirements. Further, Crossroads is releasing a series of significant announcements that strengthen the company's commitment and position regarding Business Information Assurance (BIA).

*"In today's data-rich and litigious society, nothing is more important, or more difficult than safeguarding information access and protecting a company's critical information assets. As the number and type of threats to corporate information continues to grow, only a holistic approach to information assurance can be effective," said Andrew Heller, CEO of NexQL and former IBM Fellow. "Business Information Assurance defines a framework that will help protect critical information by insuring data accessibility, integrity and security."*

Business Information Assurance is an information strategy focused on ensuring that enterprise data is accessible, resilient and secure – anytime, anywhere. As a result of explosive data growth, catastrophic natural disasters, emerging corporate governance requirements, and previously-unconceivable data security breaches, the requirement for simple, centralized security solutions that automate IT controls and reporting requirements has become a necessity. Although existing data models like Information Security and Information Assurance are very well-founded strategies, they were conceived with large enterprises in mind, making them too costly and too resource-intensive to meet the escalating rate of change in the security environment. That said, change is not limited to small and medium enterprises.

Large corporations are also faced with scarcely trained resources and are further challenged with an amalgamation of conflicting compliance requirements. Failure to comply with corporate governance requirements and industry standards – especially when governance requirements are diametrically opposed from one country to another - may cause serious corporate damage including monetary loss, tarnished reputation, devaluation of company stock, declining consumer confidence and enormous regulatory fines. Although small, medium and large enterprises face different types of data requirements, they can all reap the benefits of a simple, centralized and cost-efficient security solution that provides guaranteed access, guaranteed resiliency and guaranteed information security.

Business Information Assurance is a security model conceived to meet today's corporate business needs for a simplified, centralized approach that addresses regulatory, security and privacy requirements.

*"As the number and complexity of regulations governing corporate responsibility continue to grow, it is becoming increasingly difficult for companies to keep up. They need a comprehensive, yet cost effective strategy for protecting critical information," said Rhonda MacLean, president and CEO of MacLean Risk Partners and former CISO at Bank of America. "Not only are Crossroads Business Information Assurance products protecting this information, they are providing the audit trails to prove it."*

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Crossroads' innovative product lines include Storage Routing devices, AssurStor™ and StrongBox™. The combined lines bring high-performance information access, guaranteed, highly-reliable resiliency of information upon backup, recovery and replication assurance, and enterprise-class security solutions with pro-active information defense mechanisms and automated audit trails to critical business information.

With Crossroads full suite of Business Information Assurance solutions, enterprises of all types, industries and size can easily resolve business-critical security challenges surrounding information security, data privacy, business continuity, disaster recovery, corporate governance and regulatory compliance. Crossroads BIA product alignment secures critical business information in a simple, automated and cost-efficient manner.

*"Ensuring the integrity and security of critical business information is a key component of Business Information Assurance. The ultimate disaster for any business is the compromise of valuable information assets," said Rob Sims, CEO and President of Crossroads. "Through strategic corporate initiatives and a dynamic approach to information security, Crossroads is cementing our commitment to providing business information assurance solutions robust enough to address escalating information security threats, and comprehensive enough to meet stringent regulatory requirements."*

- **About Storage Routing Devices** - Crossroads has pioneered and gained market leadership by delivering unbreakable intelligent storage routing solutions. Crossroads routing devices have been designed to provide consistent and highly-reliable access to inactive data. As BIA aims at guaranteeing that corporations and governments can have access to information whenever is required, Crossroads continues to deliver solutions that offer superior reliability.
- **About AssurStor** - Crossroads intelligent network appliance solutions designed to provide guaranteed back-up, replication and recovery. In order resolve core data resiliency issues such as storage compromises and infrastructure integrity, AssurStor products are targeted to provide integrity of enterprise information upon all of its resiliency stages – whether upon data migration, storage, or recovery.
- **About StrongBox** – Crossroads latest line of system appliances has been developed to secure active data by providing organizations with the ability to answer who, what, where, when and how information is managed, transformed and stored. This is accomplished through policy-based intrusion detection/prevention and audit/reporting. As a result, StrongBox ensures critical business information security and cost-effective compliance through its highly-reliable appliance model and real-time pro-active auditing capabilities.

*"The market is dissatisfied with current security-related features embedded in most enterprise technologies," said Doug Laney, chief research officer, Evalubase Research. "The overwhelming need for sophisticated, centralized business information assurance solutions is evident. The adoption of an advisory board and coupled with their commitment to product innovation, positions Crossroads to lead the industry in solving what is a critical business issue."*

#### **About Crossroads Systems, Inc.**

With headquarters in Austin, Texas, Crossroads Systems is a leading provider of Business Information Assurance solutions. Crossroads solutions serve the growing data storage, business continuity, disaster recovery, information security and business information assurance markets and are designed to help companies store, manage and ensure the security, resiliency and accessibility of their data. Crossroads products are in solutions from companies such as EMC, HP, Quantum and SUN, and are distributed through partners such as ACAL, Bell Micro, Info-X, and Promark. Crossroads (CRDS.PK) is currently traded on the Over The Counter ("OTC") Bulletin Board. Crossroads is a member of the Storage Networking Industry Association (SNIA). For more information about Crossroads Systems, please visit [www.crossroads.com](http://www.crossroads.com) or call 800-BUY-CRDS / 800.643.7148.

#### **Forward-Looking Statements**

*This release may include forward-looking statements. The words "believe," "expect," "intend," "plan," "project," "will" and similar phrases as they relate to Crossroads are intended to identify such forward-looking statements. These statements reflect the current views and assumptions of Crossroads, and are subject to various risks and uncertainties that could cause actual results to differ materially from expectations.*

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