



## PRESS RELEASE

**Company Contact:**

Jennifer Crane  
Crossroads Systems  
[jcrane@crossroads.com](mailto:jcrane@crossroads.com)  
512.928.6897 or 800.643.7148

**Press Contact:**

Matthew Zintel  
Zintel Public Relations  
[matthew.zintel@zintelpr.com](mailto:matthew.zintel@zintelpr.com)  
317.848.8804

**Investor Contact:**

Scott Liolios or Matt Glover  
Liolios Group  
[info@liolios.com](mailto:info@liolios.com)  
949.574.3860

**FOR IMMEDIATE RELEASE**

## Crossroads Systems Signs Strategic Agreement with IBM

*IBM to Offer Crossroads ReadVerify Appliance (RVA) to Monitor the Health of Tape Storage Systems and Offer a New Level of Efficiency to IBM Customers*

**Austin, Texas – July 13, 2011** – Crossroads Systems, Inc. (OTC.PK: CRDS) signed a worldwide cross-license agreement with IBM. The two companies also signed a new agreement that will offer the Crossroads ReadVerify® Appliance (RVA®) to IBM customers.

Crossroads cross-licensed its intellectual property with IBM in order to extend both companies' ability to build upon and expand their work together. The agreement includes rights under all of Crossroads' and IBM's current patents.

The combination of IBM and Crossroads technology can help greatly enhance tape environment performance and efficiency for IBM customers. RVA, a standalone appliance, saves organizations time and money by proactively monitoring the efficiency and integrity of tape library environments. RVA will be offered with IBM System Storage TS3310 and TS3500 tape libraries and as a stand-alone solution.

IBM is scheduled to begin shipping RVA in August 2011.

"IBM's tape libraries and the RVA appliance work together to offer real-time insight into the usage and health of tape devices and tape media. By assisting our customers in managing their IBM tape environments, RVA is a welcomed offering to our expanded portfolio of tape-related solutions and services," said Sanjay Tripathi, Director and Business Line Executive for Systems Storage at IBM.

“The RVA is a truly unique product that allows organizations to track and report on the performance and utilization of tape devices and media, providing great insight and value for users of tape library systems,” said Rob Sims, President and CEO at Crossroads Systems. “We are pleased to work with IBM to introduce RVA to its global customer base.”

### **About ReadVerify Appliance (RVA)**

Crossroads ReadVerify Appliance (RVA) is a standalone and virtual appliance that proactively validates the integrity of tape backup systems. Greatly reducing tape replacement costs and helping to keep data recoverable, RVA provides a tool to monitor, track and report on the performance, utilization and health of tape devices and tape media. By continually diagnosing operational backup errors, organizations can experience impressive performance improvements and significant cost savings.

RVA’s optional ArchiveVerify™ feature helps reduce the risk of losing data stored on tape media and lowers costs associated with tape backup and archive. Enabling users to confirm that data written to tape media can be read, ArchiveVerify provides an automated process, based on administrator-applied policies. Crossroads also offers services that utilize RVA to provide a detailed assessment of tape storage systems. For more information, visit [www.crossroads.com/Products/RVA/](http://www.crossroads.com/Products/RVA/).

### **About Crossroads Systems**

Crossroads Systems, Inc. (OTC.PK: CRDS) is a provider of solutions and services that ensure stored data is proactively protected and reliably recovered. Crossroads offers organizations powerful data protection, proactive data security, intelligent storage connectivity, unmatched performance, and significant cost savings. Founded in 1996 and headquartered in Austin, Texas, Crossroads holds more than 100 patents granted and pending and has been honored with numerous industry awards for innovation in data protection and storage. Visit [www.crossroads.com](http://www.crossroads.com).

#### **Important Cautions Regarding Forward-Looking Statements**

*This press release includes forward-looking statements that relate to the business and future events or future performance of Crossroads Systems, Inc. and involve known and unknown risks, uncertainties and other factors that may cause its actual results, levels of activity, performance or achievements to differ materially from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. Words such as, but not limited to, “believe,” “expect,” “anticipate,” “estimate,” “intend,” “plan,” “targets,” “likely,” “will,” “would,” “could,” and similar expressions or phrases identify forward-looking statements. Forward-looking statements include, but are not limited to, statements about Crossroads Systems’ ability to implement its business strategy, including the transition from a hardware storage company to a software solutions and services provider, its ability to expand its distribution channels, its ability to maintain or broaden relationships with existing distribution channels and strategic alliances and develop new industry relationships, the performance of third parties in its distribution channels and of its strategic alliances, uncertainties relating to product development and commercialization, the ability to obtain, maintain or protect patent and other proprietary intellectual property rights, technological change in its industry, market acceptance of its products and services, future capital requirements, regulatory actions or delays, competition in general and other factors that may cause actual results to be materially different from those described herein. Forward-looking statements in this press release are based on management’s beliefs and opinions at the time the statements are made. Crossroads Systems does not intend, and undertakes no duty, to update this information to reflect future events or circumstances.*

*©2011 Crossroads Systems, Inc. Crossroads and Crossroads Systems are registered trademarks of Crossroads Systems, Inc. All trademarks are the property of their respective owners. All specifications are subject to change without notice.*

###