



Frequently Asked Questions

Fibre Channel Storage Bridges and Storage Routers

How are Crossroads' NearEdge Fibre Channel Storage Bridges and Storage Routers different from other products on the market?

Crossroads NearEdge Storage Bridges and Storage Routers were designed to provide seamless, reliable connectivity and protocol conversion from the Fibre Channel (FC) Storage Area Network (SAN) to tape and disk storage interfaces. With Crossroads' technology, SCSI data can connect with SAN data, maximizing current enterprise investments in legacy storage equipment by enabling data sharing between devices running different protocols. This cross-protocol data sharing allows an organization to quickly and easily implement integrated storage policies and procedures across the enterprise. Crossroads' NearEdge Storage Bridges and Storage Routers are an integral component of Crossroads Business Information Assurance (BIA) solutions, delivering best-of-class data accessibility, device management, system performance and security functionality that exceed the demanding requirements of today's enterprise SANs.

What are the key benefits of Crossroads NearEdge Fibre Channel (FC) Storage Bridges?

Crossroads Storage Bridges offer the industry's best value. A cost effective alternative to existing products on the market, they extend the useful life of SCSI storage resources by allowing them to be accessed in a FC SAN. By aggregating device ports, the bridges also save on switch port and cabling expenses. With Crossroads Storage Bridges, path readiness and network event reporting detect and track errors that can cause critical damage to backup and restore operations. Configuration issues and conflicts are also quickly identified and reported, ensuring a more reliable backup and recovery process. Finally, simple configuration of Crossroads Storage Bridges through multiple management interface options, coupled with field upgradeable firmware combine to provide easy set up and maintenance reducing IT administrative resources required for product implementation and management.

What are the key benefits of Crossroads NearEdge Fibre Channel (FC) Storage Routers?

Crossroads Storage Routers expand bridge functionality, offering complete "network-ready" services, data integrity and security. By using Crossroads' patented Access Controls, a powerful resource sharing feature that controls access to storage targets from multiple hosts to the Logical Unit (LUN) level, storage resources are securely allocated. Through dynamic mapping, users can configure, secure and manage up to eight custom device maps without router reboot.

Crossroads Storage Routers provide enhanced management through Crossroads Visual Manager (CVM), a powerful Web-based management tool that configures, controls, and manages all storage router elements. CVM is an intuitive graphical representation of the storage router, allowing quick, easy, "point and click" access to status information and management settings. It manages individual storage devices as an integrated system while supporting troubleshooting utilities such as event logging.

Additionally, datapath write performance is enhanced using configurable, buffered tape writes and immediate data response to remove the latency created by tape devices.

What applications do Crossroads NearEdge Storage Bridges and Storage Routers support?

Crossroads owns 37 patents (with 52 more pending) that make our storage routers uniquely secure, easy to map, and efficient at protocol translation. NearEdge Storage Bridges and Storage Routers provide industry leading interoperability and provide multi-port and multi-speed solutions designed to match various system requirements, and are interoperable with the leading backup applications.

Are Crossroads NearEdge Storage Bridges and Storage Routers difficult to implement?

No. NearEdge Storage Bridges provide simple configuration through multiple management interface options, coupled with field upgradeable firmware to support easy set up and maintenance. In addition, management of Crossroads Storage Bridges and Storage Routers are specifically designed to support DHCP for easier network administration.

Are Crossroads NearEdge Storage Bridges and Storage Routers currently available?

NearEdge Storage Bridges and Storage Routers are available directly from Crossroads or through leading distributors including Avnet/ACAL and Bell Microproducts. To contact Crossroads please call 1.866.BUY.CRDS (866.289.2737). To find the closest Crossroads' distributor near you, please visit the "How to Buy" section of our web site at <http://www.crossroads.com/HowToBuy/HowToBuy.asp>

About Crossroads Systems

Founded in 1996, Crossroads Systems, Inc. (CRDS.PK) delivers solutions to connect, protect, secure and restore business-critical data. Solutions are based on Crossroads' patented core routing messaging interface (RMI) technology. Crossroads customers are armed with highly-resilient data protection, proactive data security and intelligent storage connectivity to solve today's business challenges, including: data protection, information security, information assurance, business continuity, disaster recovery, data privacy, risk management, fraud prevention, corporate governance and regulatory compliance.

Through resellers and OEM partnerships with industry leaders such as HP, EMC and Quantum, Crossroads has installed more than 125,000 systems with the premier proven quality and reliability required for enterprise-class backup operations. For more information, please visit www.crossroads.com.



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ABOUT CROSSROADS

Headquartered in Austin, Texas, Crossroads Systems delivers flexible solutions to connect, protect, secure and restore business-critical data. Crossroads (symbol: CRDS) is currently traded on Pink Sheets and also posts its financial disclosure reports, press releases and other related documentation on the OTCIQ web service of the Pink Sheets website. For more information, please visit www.crossroads.com.

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