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Promotion

Texans Protecting Texans

The Future of Data Management Belongs to Crossroads Systems



Rob Sims, President and CEO

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The Advantage of All-Around Efficiency

As a global leader in the field, Crossroads finds ways to manage data structures that are not just space- and hardware-efficient, but also cost efficient. Rather than start from scratch, Crossroads allows clients to leverage their existing architecture by using as much of it as possible in the new, upgraded system, resulting in significant cost savings. By taking what customers already have and building on it, Crossroads not only saves companies money, but also maximizes performance. That’s a big win-win.

“Whether you know it or not, Crossroads products are probably already part of your data center,” says Sims. “Because of our strong relationships with major OEM providers, we’re included in many of their products. Hewlett-Packard, Sun Microsystems, Unisys and Quantum all offer our products as an integral part of their SAN solutions.”

Teaming Up Texas-Style

Crossroads has partnered with another Texas company, Clearview, to provide data protection and disaster recovery services for Texas and surrounding states. Clearview utilizes Crossroads’ innovative solutions within its state-of-the-art data center in Waco. A former nuclear fall out facility, it is the logical answer to the threat of weather, large-scale blackouts and even terrorist attacks. This resilient data center will house some of Crossroads mission critical applications for their internal Disaster Recovery initiatives.

Additional Clearview services include collocation, disaster recovery, full-scale data management, business consulting and outsourcing. Combined, these two companies provide the most all-encompassing, cost-effective solutions available for Texans. Because that’s what Texans do. They look out for each other — and their data. It just makes sense. When it comes to your business’s data, the smart choice is definitely the safe choice. And that choice is Crossroads. For more information on Clearview, visit www.clearviewfocus.com.

Talk all you want about culture, civilization and opposable thumbs. Data management is really what separates us from the animals. And proper data storage, protection, security, retrieval and connectivity are the very things that separate leading businesses from inefficient, disorganized firms.

No one knows this more than Crossroads Systems in Austin. With a track record of quality and reliability, its systems have been advancing the state of information technology in the Lone Star State since 1996. Crossroads has a history of recognizing market opportunities, designing innovative solutions, and delivering award-winning products and services — not just in Texas, but around the world.

The Brains Behind Storage Connectivity

The Crossroads legacy is built on a patented router messaging interface (RMI) core that provides intelligent storage connectivity to more than 125,000 storage area network (SAN) installations in Texas and beyond, establishing a proven track record of quality, reliability and performance. RMI technology now drives a new generation of highly resilient data protection, proactive data security and intelligent storage connectivity solutions.

“A big problem today is that many backup or tape environments are very poorly used and fraught with all kinds of complex problems that are difficult or impossible to understand, much less solve,” says Rob Sims, President and CEO of Crossroads Systems. “But our solutions and services allow us to take care of these problems, giving users the vehicle to qualify, identify and resolve their issues and make the most of their current assets. We want to maximize their efficiency, not replace everything they have. And we do it with a personal touch bigger suppliers just don’t offer any more.”



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