



## **Former Dell/EqualLogic Area Vice President Joins GreenBytes**

*Vice President of Sales Rich Shea to Lead Sales Efforts for New Energy-Efficient GB-X Series Deduplication Storage Appliances*

**Ashaway, R.I. – October 21, 2009** – GreenBytes® Inc., a developer of high-performance, energy-efficient data storage solutions, today announced that Rich Shea has joined the company as vice president of sales. In this role, Shea will be responsible for leading the sales efforts for GreenBytes' new GB-X Series deduplication storage appliances, which includes developing the GreenBytes sales organization and building the company's growing network of resellers.

Prior to GreenBytes, Shea was the first sales manager at EqualLogic, and was largely responsible for building the company's sales force, channel and go-to-market strategies. Shea led EqualLogic's sales growth from start-up to its purchase by Dell for \$1.4 billion. Prior to EqualLogic, he was the global director of sales for EMC Corporation's Media Solutions Group, and held a senior management role within Rupert Murdoch's News Corporation's News Digital Systems.

Shea began his career as a nuclear engineer and is the holder of a number of product patents. He also spent several years in telecommunications engineering and sales with what is now Verizon, and has held international management roles in Latin America, Europe, and Asia Pacific. Shea holds a BS in Engineering from Massachusetts Maritime Academy and an MBA in Finance & International Marketing from Boston College.

GreenBytes' GB-X Series appliances incorporate energy-efficient technologies in an easy-to-use, cost-effective package, designed to bring the benefits of data deduplication to the broader storage market. GreenBytes' GB-2000 and GB-4000 appliances, the first GB-X Series storage appliances available in the line, incorporate native inline deduplication into the enterprise-scale GreenBytes File System (GBFS) to permit real-time, on-the-fly deduplication of file blocks as they are stored—expanding the scope of applications into primary storage, as well as backup.

“I am excited about the opportunity to be involved with an innovative company like GreenBytes, and to build on the successes I've enjoyed in my career,” said Rich Shea. “I believe that our GB-X Series appliances will have a tremendous impact on the market, and I look forward to working closely with our channel partners to deliver products that provide unparalleled performance, scalability and ease-of-use.”

GB-X Series appliances, featuring Intel® Xeon® 5520 processors and utilizing the latest 2.5-inch enterprise class disks, are easily and efficiently scalable from 12 TB up to 216

TB. GreenBytes' intelligent power management capabilities automatically put a subset of drives into a lower power state and keep only the necessary drives active, providing storage appliances that offer unparalleled power efficiency. GreenBytes has also created the only storage appliances that are completely administrated from Microsoft Management Console (MMC) using custom MMC plug-ins.

"We are thrilled to welcome Rich Shea to the GreenBytes team," said Bob Petrocelli, chief executive officer of GreenBytes. "His wealth of experience and deep understanding of the storage market is a tremendous asset to our company, and we expect him to make a very large contribution to the success of the company."

**About GreenBytes, Inc.**

GreenBytes, Inc. is a provider of high-performance, energy-efficient deduplication storage appliances. The company's GB-X Series storage appliances combine highly innovative software technology with a world-class server platform to address the storage and energy efficiency crises facing today's IT operations. GreenBytes' high-performance inline deduplicating storage appliances incorporate energy-efficient technologies and the industry's highest levels of scalability and reliability in an easy-to-use, cost-effective package, designed to bring the benefits of data deduplication to the broader storage market. GreenBytes was founded in 2007 and is based in Ashaway, Rhode Island. For more information, visit: [www.getgreenbytes.com](http://www.getgreenbytes.com).

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**For additional information, contact:**

Michael Robinson  
GreenBytes  
401-315-5580  
[michael@getgreenbytes.com](mailto:michael@getgreenbytes.com)

Jill Colna  
SVM Public Relations  
401-490-9700  
[jill.colna@svmpr.com](mailto:jill.colna@svmpr.com)