



Company Background:

An industry leader in storage management, Breece Hill was founded in 1993 to develop and offer “best of breed” tape solutions for mid-sized companies. For more than 13 years, the company has continued to develop storage solutions with unsurpassed reliability, performance, capacity and innovation for the small to medium business (SMB) market.

In 2004, Breece Hill launched the iStoRA™, the first and only fully integrated D2D2T solution for SMBs. By integrating disk, tape, network connectivity, processor and software, the iStoRA delivers a complete solution for backup/recovery and archive management.

Today, Breece Hill’s vision is to be the leader in delivering complete information and storage retrieval solutions for backup/recovery and archive to the SMB market, while bringing targeted solutions and service to the medical, broadcast, print and financial industries.

Products:

Breece Hill has a full line of storage and retrieval solutions for backup/recovery, data management and archive/compliance. The award winning iStoRA is the first and only fully integrated D2D2T solution and has two pre-packaged versions. iStoRA for backup/recovery is pre-loaded with Integrity™ for a complete data management solution. iStoRA for archive/compliance comes with XenData’s advanced Archive Series™, software, which is uniquely able to manage true reference archiving, plus requirements such as write integrity and multiple copies on write as demanded by compliance regulations. The iStoRA for archive /compliance includes solutions for the medical, broadcast, print production and financial services.

Building upon the company’s history of tape and optical solutions, Breece Hill offers tape automation solutions with AIT, SAIT and LTO technologies, from the entry-level 8-Pak up to the high-capacity 100-Pak. The MaxOptix® line of optical storage drives includes both the latest Blue Laser and Magneto-Optical technology.

Strategy:

With the addition of the iStoRA D2D2T integrated product suite, Breece Hill enhances its position as a true solutions provider. Breece Hill has focused on the SMB market for well over a decade, and will continue offering superior data management capabilities previously available only to large companies and enterprises.

Breece Hill distributes its solutions through a combination of distributors, Value Added Resellers and OEM alliance partners. The company’s strategic partners include Hewlett-

Packard, Sony and Kodak. Breece Hill also continues to partner with Bakbone, Commvault and VERITAS for certification and integration of the Breece Hill product line.

Executive Team:

Mark Armstrong, CEO
Robert Schaefer, COO
Christopher Stone, Director of Business Development
Randy Thorburn, VP Software Business Development

Ownership:

Breece Hill is privately held.

Headquarters:

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About The Breece Hill Name

Breece Hill's founders named the company for a silver mine that operated in the ore-rich mountains around Leadville, Colorado in the late 1800's. This mine was known for producing the highest proportion of recoverable silver to rock of any in the region. That became and remains Breece Hill's guiding principle: *to deliver the highest value to our partners and customers, in all of our products and services.*