



#### **Press Contacts:**

Yoshitake Shinohara  
[shino@kel.co.jp](mailto:shino@kel.co.jp)  
Kanematsu Electronics Ltd. (KEL)  
Phone: +81-3-5250-6035

Curtis Chan for Arkivio  
[cj\\_chan@chanandassoc.com](mailto:cj_chan@chanandassoc.com)  
CHAN & ASSOCIATES, INC  
Phone: (714) 447-4993 x100  
Fax: (714) 447-6020

## **Kanematsu Electronics And Arkivio Partner to Provide Integrated ILM Solutions to the Japanese Market**

**Tokyo, Japan and Mountain View, CA, November 16, 2006** – Kanematsu Electronics Ltd (KEL), which designs and implements information systems for Japanese companies, and Arkivio Inc., providing leading Information Lifecycle Management (ILM) solutions for enterprise companies, announced today that ARKIVIO® AUTO-STOR ILM software for file systems will be resold, implemented, and supported by KEL. The three year agreement enables KEL to create ILM solutions for their customers and build on the success of the ARKIVIO software which was been implemented at some of the largest companies in Japan and in enterprises around the world.

The ARKIVIO AUTO-STOR software is unique in the industry by providing an integrated contextual classification system which enables customers to create processes and policies around different data types, user groups, and storage types. With its ability to support heterogeneous storage platforms including EMC, Fujitsu, HP, Hitachi, NetApp, and SUN, the ARKIVIO software efficiently moves data to the right storage tier based on the data's value to the business as captured in the ARKIVIO classification system. This interoperability with leading vendors also provides end users with transparent access to archived data when the data's business value increases.

"KEL will use its extensive system integration capabilities to offer storage solutions based on ARKIVIO AUTO-STOR to the Japanese market," said Atsushi Kano, General Manager of the System Sales Division at Kanematsu Electronics, Ltd. "KEL provides the most cost effective storage solutions for our customers by optimizing performance and effectiveness. Arkivio's experience providing software to large enterprises and the ARKIVIO software's ability to properly migrating data across heterogeneous storage platforms, storage networks and application operating systems make it the essential software for building the ILM solutions we will provide our customers."

"This agreement with KEL enables Japanese customers to implement world class file system archiving solutions based on ARKIVIO AUTO-STOR," said Bob Grewal, vice president of worldwide sales at Arkivio. "KEL's expertise in Information technology will enable their customers to lower the cost of storage management operations while providing access to archived data for regulatory, legal, and governance purposes."

### **About Kanematsu Electronics**

Kanematsu Electronics Ltd. (KEL) designs and implements information systems and supplies operation and consulting services for business based on KEL's expertise in information technology. KEL imports, exports, retails, leases, maintains, develops, and manufactures IT system products and software.

### **About Arkivio**

Arkivio, Inc., providing leading Information Lifecycle Management (ILM) solutions for enterprise customers, offers software for data archiving and retention, regulatory compliance, storage consolidation, backup and recovery optimization, and capacity management across a tiered-storage infrastructure. The company's ARKIVIO<sup>®</sup> AUTO-STOR software redefines storage management by enabling customers to profile the criticality of their data within its lifecycle in order to automate its discovery, classification and placement on the most appropriate storage resource across heterogeneous DAS/NAS/SAN environments without deploying agents - driving the cost per managed terabyte of storage to its lowest possible level, while providing significant ROI.

For more information on ARKIVIO<sup>®</sup> AUTO-STOR and its customer solutions, visit <http://www.arkivio.com> or contact Arkivio at: 2700 Garcia Avenue, Mountain View, CA 94043; Phone +1 (650) 237-6100; Fax (650) 237-9183.

- ### -