Azaleos Announces BladeMail Appliance for High Availability, Low Cost Microsoft Exchange

At Microsoft TechEd, IBM and Azaleos showcase highly scalable, redundant e-Mail solution on IBM BladeCenter.

Microsoft TechEd Conference, Boston, MA —June 12, 2006—Azaleos Corporation (www.azaleos.com), the leading supplier of managed e-mail appliances built on the Microsoft platform, today announced Azaleos BladeMail™, a turnkey e-mail appliance designed to help companies lower the cost and complexity of running Microsoft Exchange.

IBM Server Proven partner Azaleos and IBM are demonstrating BladeMail for Microsoft Exchange 2003 inside the IBM booth at the Microsoft TechEd Conference in Boston, June 11–16. BladeMail runs on IBM BladeCenter hardware and diskless blades supported by an IBM System Storage N3700 fabric-attached storage system. The Azaleos BladeMail appliance was designed to reduce the cost and complexity of running Microsoft Exchange and to deliver 99.999% availability. BladeMail also provides optional full fidelity disaster recovery services.

"Microsoft Exchange is a mission-critical application for most businesses today, yet it places heavy demands on the IT organizations responsible for its care and uptime," said Roger Gerdes, CEO of Azaleos. "When it comes to Exchange, IT executives have two primary concerns: ensuring that their e-mail messaging systems are up and running 24 hours a day, 7 days a week, and that they can easily scale to add users at a fixed cost."

With a cost-effective blade-based architecture and virtualized storage, Azaleos BladeMail scales to meet the e-mail requirements of all sizes of companies, with up to 17,500 Exchange 2003 e-mail users supported from a single BladeCenter chassis and an expected 70,000 Exchange 2007 e-mail users supported per BladeCenter when Exchange 2007 becomes available.

Sports clothing and equipment retailer Zumiez, an Azaleos customer with more than 175 stores and 2,000 employees, is an early beta customer of the BladeMail solution.

"With Azaleos BladeMail, we can leverage our existing infrastructure to reduce our costs and keep our system management overhead to a minimum," said Lee Hudson, technology director for Zumiez. "Fully utilizing the storage virtualization capabilities of our NetApp SAN combined with a blade-centric approach helps us simplify our server environment and enhances our disaster recovery strategy."

Easing Exchange 2007 Migration

With the impending release of Microsoft Exchange 2007, companies face challenges and costs associated with migrating users from the current version of Exchange. At TechEd, Azaleos and IBM are demonstrating the simplicity of migrating from Exchange 2003 to Exchange 2007 using Azaleos BladeMail. Companies can insert a BladeMail server into their existing environment, move users onto Exchange 2003, and let Azaleos migrate the entire system to Exchange 2007 using Azaleos patent-pending image-based patch management capabilities.

"In December 2005, we estimated the costs of migrating to Microsoft Exchange 2007 could be as high as $500 per user for those companies seeking to 'roll their own' solution," said Lee Benjamin, analyst for Ferris Research. "With the introduction of BladeMail from Azaleos, we believe these costs can be contained and reduced."

Azaleos BladeMail Availability

Azaleos, IBM and Microsoft have been working together over the last year to develop a holistic solution to meet the needs of organizations of all sizes running Exchange.

"Azaleos BladeMail is one of a growing number of innovative solutions developed in collaboration with leading BladeCenter solution partners," said Juhi Jotwani, Director of BladeCenter & System x Solutions, IBM Corporation. "The BladeMail offering will be featured in a demo at the Microsoft TechEd. We are delighted to be working with Azaleos to serve the business needs of our mutual clients."

Azaleos BladeMail, currently in beta testing, is expected to be generally available for Exchange 2003 in the third quarter of 2006. Availability of BladeMail for Exchange 2007 will coincide with Microsoft's release of the product.

About Azaleos

Azaleos provides the only enterprise-class managed messaging solution to combine a Microsoft Exchange 2003 appliance with 24x7 remote maintenance, ensuring high reliability, availability and performance for Exchange 2003 environments. Azaleos OneServer appliances and OneStop managed services offer unmatched uptime, proactive monitoring by Exchange experts, patch management, system fixes, and reporting. A standardized, scalable solution, Azaleos messaging management can be installed and running in less than a day.

Redmond, WA–based Azaleos Corporation, founded by Exchange experts in 2004, is led by senior executives from leading technology companies such as Microsoft, IBM and Lotus. For additional information, visit our Web site, www.azaleos.com.

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