

Frequently Asked Questions

Who is InQuinox?

InQuinox tackles the most pressing IT storage challenges facing CIOs today: managing the complexity and costs caused by data proliferation. Determined to help IT organizations avoid reactive crises management, which is inefficient, costly and unsustainable, InQuinox is committed to developing the best products for the worst problems. With a depth of industry knowledge, technical expertise and tenacity, InQuinox is poised to pursue market opportunities swiftly to fill voids in partner product lines with an eye towards solving the seemingly intractable problems first.

InQuinox was founded in 2007 by storage industry veterans and technologists Ray Schafer and Jack McKinney, who now serve as Chief Technical Officer and Vice President of Services, respectively. Schafer was one of the inventors of the computer system restoration method now used in Symantec's NetBackup Bare Metal Restore product (US Patent 6,931,558) while at TKG. Veritas acquired TKG and the product in 2001. In 2005, Veritas and Symantec merged. Schafer continued to work on and support the product during the acquisition and merger. He was also Technical Product Manager for several other NetBackup options while at Symantec.

When Schafer decided to put his product development skills back to work, he augmented his talent by bringing on a core group of executives, who have established solid storage industry reputations and credibility over the past two decades by demonstrating their technical prowess through product development and commercial successes that include 11 patents. These executives include former trusted co-workers from his days at Symantec and Veritas, all of whom have first-hand insights into the industry, strong relationships with partner companies like Symantec and share Schafer's passion for creating solutions to seemingly intractable problems.

InQuinox is privately held and headquartered in Austin, Texas.

What services and solutions does InQuinox offer?

InQuinox was founded as a consulting and services company and will continue to offer expert help to IT organizations that need assistance with data protection, migration and disaster recovery. Drawing on decades of helping customers solve real-world problems, InQuinox develops hardware and software solutions in response to specific, yet widespread, IT pain points.

How does InQuinox solve the most pressing IT storage challenges facing CIOs?

InQuinox is comprised of data protection experts, all of whom have decades of experience in product development and customer services. Having "lived and breathed" data storage and protection since the industry's infancy and continuing to work "in the trenches" with customers, InQuinox has developed a strong customer base and has a firm grasp on what problems IT organizations are grappling to solve. To produce new solutions, InQuinox leverages its internal product development talent and selects the best technology partners to team with to bring new, tightly-targeted solutions to market.

**How does InQuinox fit in with other key providers of data storage solutions?
Does it compete or integrate?**

InQuinox helps IT organizations solve data storage problems, from both a consulting and services offering and product development. In the case of the company's first hardware product—the SD³ appliance—InQuinox integrates with Symantec's NetBackup PureDisk deduplication software, which causes it to compete with companies that have deduplication appliances such as EMC Data Domain, Quantum, HP StorageWorks D2D Backup Systems, IBM ProtecTier Deduplication Gateways and others. The SD³ appliance can be adapted to run other types of storage applications that can benefit from tight integration with a high-performance, resilient platform. Other hardware and software products developed in the future will fill technology voids and will, like SD³, have the potential to integrate with market-leading applications, or compete.

Is InQuinox a provider of hardware and software?

The Company's first product is the SD³ appliance for Symantec NetBackup PureDisk deduplication software, an application that InQuinox also resells. InQuinox will introduce its first software product—a storage area network (SAN) booting and server migration tool—in 4Q 2009.

Who are InQuinox's key suppliers/partners?

InQuinox selected its suppliers carefully for their technical expertise, history of producing high quality, high availability components and global reach. InQuinox chose Corvalent, a leading designer and manufacturer of long-life x86 platforms for industrial applications, to supply the motherboard for SD³ and manufacture the appliance. It selected Atrato, a leading provider of intelligent, adaptive tiered storage, so that it could produce the highest performing, most reliable and greenest deduplication appliance possible. Both suppliers also maintain offshore manufacturing facilities, enabling InQuinox to deliver SD³ appliances to international customers much faster. InQuinox leverages the technology of its supplier partners who can manage administrative and other functions with greater efficiency. This frees the company to use its core talent to focus on new ways to address key customer challenges. Together with its strategic partners, InQuinox can more quickly bring to the global market products that out-perform those produced by larger well-established, yet less nimble, technology companies.

What types of companies can benefit from InQuinox?

InQuinox serves any size enterprise or organization that has a data center and/or remote offices and wants to eliminate duplicate data. The company's products and services contribute to helping IT better manage data storage by providing data protection, data center migration and disaster recovery services. InQuinox's consulting services as well as hardware and software products combine to solve some of the most pressing data management challenges.

Who are some of InQuinox's customers?

Over the past two years, InQuinox has helped a number of high-profile companies solve data protection problems, including Alcatel-Lucent, DTCC, EDS, ERCOT, FDIC, General Motors, Intel, Kaiser Permanente, NetSpend, Symantec, The Vitamin Shoppe and The Walt Disney Company, among others.

How does InQuinox leverage its partnerships?

InQuinox has several types of partnership relationships. Its relationship with Symantec, for example, is synergistic. Simply put, InQuinox has developed a hardware appliance to run Symantec's NetBackup PureDisk deduplication software in an optimized environment—something that did not exist prior to the SD³ appliance. For PureDisk sales reps, the SD³ opens the door to new sales opportunities and evens the playing field when going head-to-head with competitors.

To bring the SD³ concept to market, InQuinox selected technology partners, Atrato and Corvalent, for their excellence, technological innovations and global presence.

InQuinox is also partnering with a few select resellers, including Daymark Solutions and GTSI, to identify sales opportunities quicker and reach a broader market.

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