



**NEWS RELEASE**  
*FOR IMMEDIATE RELEASE*

**AGENCY CONTACT:**

Kirsten Chapman  
KC Associates, LLC  
763.449.0444  
[kirsten@kc-associates.com](mailto:kirsten@kc-associates.com)

**Veteran Data Storage Technology Executive Robert Beyer Joins Digitiliti As Vice President of Sales and Services**

*Seasoned sales leader brings strong track record of success in data-centric firms.*

ST. PAUL, Minn.—June. 7, 2011—[Digitiliti, Inc.](#) (OTC: DIGI), a pioneer in [information archiving software](#) for unstructured data, today announced that former Datalink senior executive [Robert \(Rob\) Beyer](#), a seasoned sales and operations leader with a strong record of success in data-centric firms, has joined the company as its vice president of sales and services.

In his new role, Beyer will be responsible for creating and implementing the company's worldwide sales vision and strategy, including advancing channel and value-added reseller ([VAR](#)) [relationships](#). He will also work to expand opportunities for current and future Digitiliti products and services, collaborate closely with product development and other technical leaders, and enhance Digitiliti's global sales capabilities on a continual basis.

"Rob is the ideal person to create and drive a worldwide sales strategy that supports our goals for growth and profitability," said Digitiliti's president and CEO, [Ehssan Taghizadeh](#). "He's held senior positions with increasing responsibility in well known data-centric firms, and has established relationships with large OEMs in our industry. I look forward to working closely with Rob."

"This is an outstanding opportunity because I see Digitiliti as a company with the right product at the right time," Beyer said. "The 'data explosion' affecting the whole IT market is ramping up quickly. The company's Universal Archive Platform has shown it can save customers substantial time and money by unifying data from throughout an organization, no matter how massive,

diverse and unstructured the data is. I don't know of anything else that approaches this capability."

Before joining Digitiliti, Beyer rose during four years at Datalink to become executive vice president of sales and services, overseeing the company's sales, customer support, and professional services operations in 21 locations across the United States. Beyer played an integral part in transforming the company from a storage vendor to a provider of unified data center storage, server and networking solutions. He more than doubled annual sales to \$300 million and boosted the company's active customer base to 2,500.

Earlier, he served as group vice president of global services at Computer Network Technologies (CNT), retaining that title when CNT was acquired by storage switch-maker McData, which, in turn, was acquired by Brocade Communications Systems. At CNT and McData, he grew services offerings from a 25-person "break/fix" maintenance operation to a comprehensive services team of over 400 people. In the process, he increased the group's annual revenues from \$20 million to more than \$140 million per year. Beyer also has held executive-level positions in sales and professional services at Teradata and NCR.

### **About Digitiliti, Inc**

Digitiliti develops and sells innovative hybrid-Cloud archiving management software that addresses the cost, complexity, and compliance issues associated with controlling and utilizing unstructured data. The company's applications are easy-to-use and implement as well as cost-effective. Digitiliti Cloud services offerings include DigiBAK™, a complete offsite [data protection/disaster recovery](#) solution that meets compliance requirements, as well as a unique Universal Archive Platform that allows customers to organize and access unstructured content that captured at the point-of-creation. Digitiliti markets and sells its software through both a direct sales force and its worldwide network of channel partners. For more information visit [www.digitiliti.com](http://www.digitiliti.com).

###