

Your advisors to profitable technology markets

IMEX is a leading high technology market research and consulting company helping its clients in formulating product strategy and tactical marketing in the competitive Datacenter Infrastructure marketplace encompassing Servers, Storage and Networking. It assists its clients through providing an incisive analysis of emerging opportunities, profitable market segments, product requirements, competitive strategies of players, optimal product mix and go-to-market positioning to achieve leading market share in selected market segments.



The Value of IMEX

• Your Business Partner

IMEX becomes your extended business partner by providing IT vendors, system integrators, end-users and investors worldwide with emerging opportunities in NexGen Data Centers encompassing Blade Servers, Storage, and Networking for End-to-End infrastructure technologies and markets. IMEX specializes in Blade Servers, Virtualization, NAS/SAN/IP Storage, High Performance Computing, LAN / WAN Optimization, High Availability, Data Protection software, and Data Center automation practices.

• Strategic Thrust

This includes identifying profitable market segments, sizing total available market, evaluating competition, defining product positioning, formulating product road maps, identifying necessary capital investments, and establishing industry affiliations and optimum go-to-market channels of distribution.

• Unique Competitive Insight

IMEX's approach to consulting is unique in that its consultants act as your virtual outsourced senior marketing managers/ executives, thus benefiting you with access to private valuable insights into the competitive dynamics of the dominant players, the push and pull in the industry - be it in the standards committees, new product directions, technology affiliations, pricing and distribution areas or steamrolling over the emergent players.

• Seasoned Industry Analysts

IMEX enjoys a broad range of industry contacts with senior positions in the industry. They provide you with an incisive look at the dynamics of the industry - emerging technologies, evolution of new market niches, startup players, strategic moves and directions of your competition: hot new products being launched, the industry alliances being formed, standards being promulgated and other major events that might affect your business.

• Validation of your Business

IMEX analysts provide you with market demand forecasts and worldwide market shares segmented by product lines and competitive positioning of players using quantitative metrics and financial analysis by major product groups.

• Enterprise Vendors, System Integrators, Wall Street Investment Co.'s

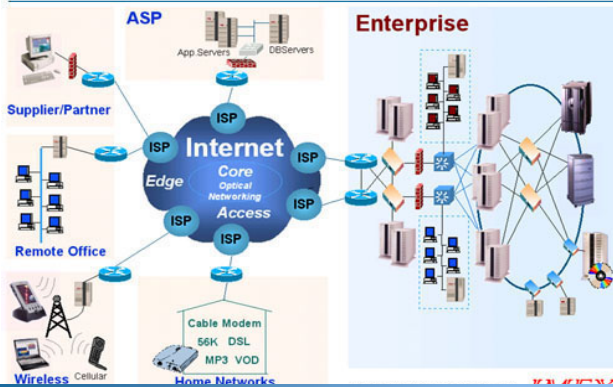
IMEX's client base runs the IT gamut from start-ups, Small & Medium to large Fortune1000 companies, System Integrators, ISPs, End User Enterprises buying these IT products as well as Wall Street Investment Banking and Venture Capital companies.

Clients ...

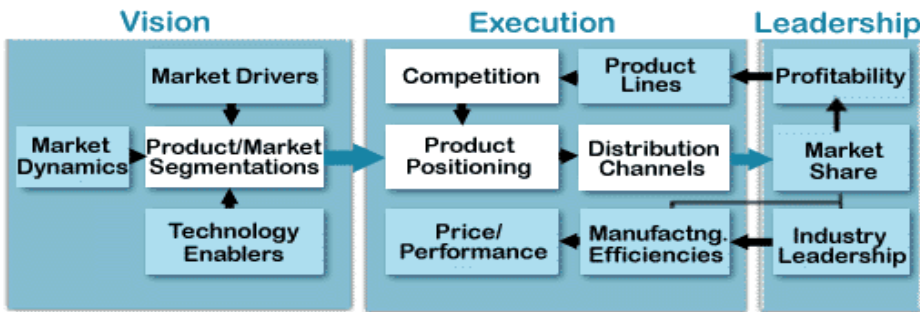


Coverage – Enterprise & Web Infrastructure

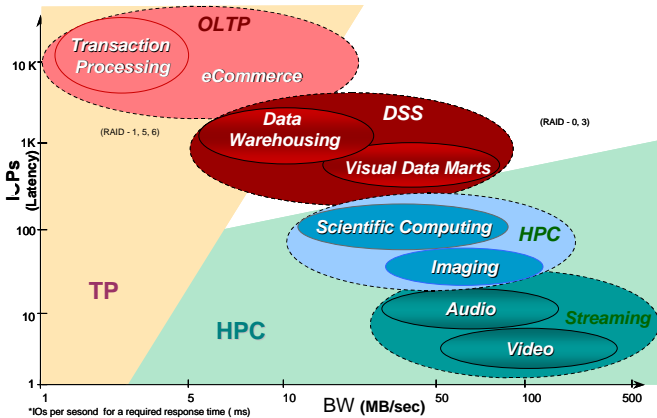
End-to-End Internet



Strategic Consulting



Market Segments by Applications



High Performance Computing	Commercial Visualization	Bioinformatics	Decision Support Syst	Entertainment Audio/Video On Demand
100+ Teraflops	Rendering (Texture & Polygons)	Data rate & capacity	Throughput = 100 GB/s	Throughput = 1.2 GB/s
Throughput = 100 GB/s	Throughput = 1.2 GB/s	Throughput: DSL/Cable		

Data: IMEX Research & Paneras

Areas of Expertise

- NexGen Datacenter
- Impact of NexGen Technologies – Blade Systems, Server, Storage & Network Virtualization, Workload Usage, High Performance Computing, TCO/ROI Analysis; Recasting existing infrastructure for SOA/SaaS...
- Server Blades / Virtualization
- Clustered Servers for 4-tier computing architectures – Access, Web, Application & Database Servers for high availability & performance. High Density Blade Servers
- Network Storage
NAS & SANs, IP Storage (iSCSI), Data Protections Systems (Replication D2D/VTL, Business Continuance/ Disaste Recovery, Storage Management Software
- High Availability Computing
Technologies, Implementation & Practices to achieve HA Level-5 (99.999%) in enterprise data centers ...

For further information, contact:

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IMEX Research Clients...

Some IMEX Research clients:

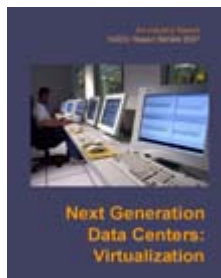


IMEX Research Industry Reports and Resources - 2007

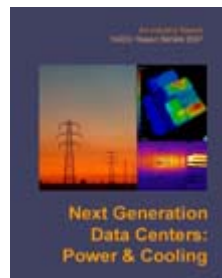
NexGen Datacenter: Industry Report



NexGen Datacenter: Virtualization



NexGen Datacenter: Power & Cooling



NexGen Datacenter: TCO/ROI



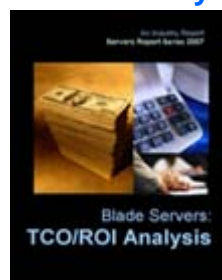
Blade Servers: Industry Report



High Performance Computing 2007



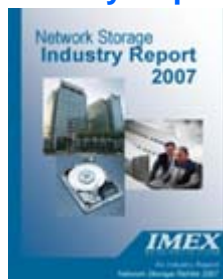
Blade Servers: TCO/ROI Analysis



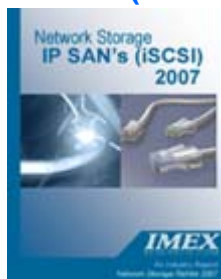
Servers: Interconnects



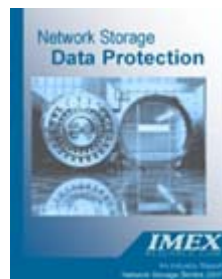
Network Storage: Industry Report



Network Storage: IP SAN's (iSCSI)



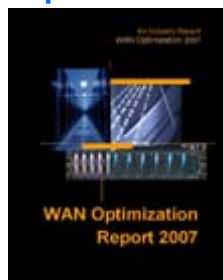
Network Storage: Data Protection



Network Storage: SAN/NAS/SATA/SAS



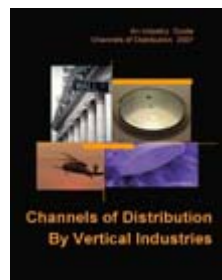
WAN Optimization



High Availability



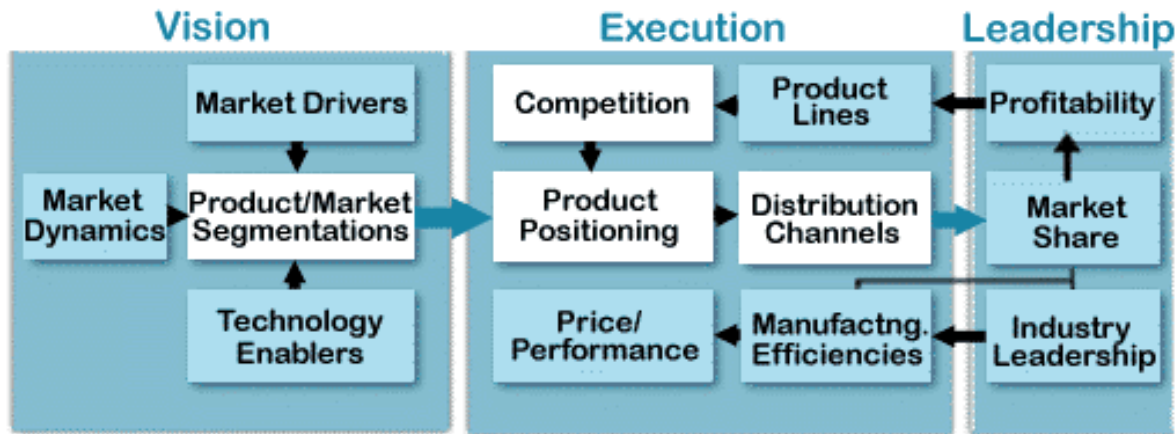
Channels of Distribution by Vertical Industries



Blade Servers: Buyers Guide & Industry Directory



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Goldmines or Landmines

Which of the emerging markets in NexGen Data Center Infrastructure – Blade Servers, Virtualization, Network Storage (NAS/ SAN/ SATA), High Performance Computing, Data Protection & High Availability, Convergence Computing / Telecom, IP SANs (iSCSI) etc. constitute goldmine opportunities synergistic to your business and which market paths could be possible landmines and cash sinksers? And how to optimize the Go-to-Market strategies and Channels of Distribution consistent with the Internet age.

IMEX Advantage

IMEX Consultancy Advantage is based on 25 years of insights into Computer Systems, Network Storage, Networking and End-to-End Internet Infrastructure markets and technologies achieved through hands on experience of its senior analysts acquired in Fortune 50 as well as start up companies. They have the expertise in the state-of-the-art technologies and markets involved in the explosion of the Internet emerging data center technologies and standards and go-to-market strategies for delivery of products to capture market...

Technical Expertise

NextGen Data Center Infrastructure

Data Center Goals of SIVA® (Standardization, Integration, Virtualization, and Automation) using Cost Effective Blade Systems, Server and Storage Virtualization, High Performance Computing while recasting the existing infrastructure for SOA/SaaS.

Computer Systems

High Availability Clustered Servers for 3-Tier architectures for Web, Application & Database Servers using Windows and Linux for OLTP, Business Intelligence, HPC and Data Streaming applications.

Network Storages

NAS & SANs, IP Storage (iSCSI), Data Protections Systems (Replication D2D/VTL, Business Continuance/ Disaster Recovery, Storage Management Software, RAID Subsystems, Tape Backup.

Networking

IP Everywhere infrastructures, WAN Optimization, Computer/ Telecom Convergence, Intelligent Content based Switching, 10GbE/ Infiniband Interconnect Fabrics, Network Management Software and Standards.

Industry Analysts and Advisory Consultants:



Anil Vasudeva

Founder and Chief Analyst of IMEX Research Anil Vasudeva has over 28 years of senior management experience in the computing, storage and networking industry from Fortune 50 to startup companies. As VP of Marketing & Business Development ...



Skip Wangbickler

Skip Wangbickler has held a variety of executive level marketing and sales positions for the last 15 years in data networking, telecommunications and network storage servers industries. As Senior VP at Nortel/Bay Networks...



David G Hill

David Hill is a partner at IMEX Research in Storage Industry Research and Principal of Mesabi Group and Practice. Formerly as VP of Storage Research & Storage Management practice at Aberdeen Group...

Fred Moore

Fred Moore has over 25 years of experience in the storage industry beginning as Storage Technology's first Systems Engineer and rising to Corporate Vice President of Strategic Marketing and Planning...



Marc Farley

For more than ten years, author and consultant Marc Farley has specialized in storage networking technology including SAN, NAS, RAID, Fibre Channel, caching. ...



Andrew Prophet

Andrew Prophet is an advisory analyst at IMEX. After a distinguished career spanning 35 years in the computer industry as a Senior Analyst at Dataquest, he founded APR, a market research firm...

