Iomega Adds 2-TB Storage Server for SMBs

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Iomega has added a higher-capacity, more expensive tier to its Windows Storage Server 2003 lineup for SMBs, the 2-terabyte StorCenter Pro NAS 450r.

The NAS comes in two capacities: the 1-TB Iomega StorCenter Pro NAS 450r is expected to be available next month for $3,999, while the 2-TB model will be available for $4,999. A 4-TB model is expected later this year, when terabyte drives become more widespread, Iomega executives said.

The servers will compete with similar models like the ProLiant DL320 series from Hewlett-Packard, which introduced 1-, 2-, and 3-TB models last year and on Tuesday announced the 9-TB AiO 1200 for a list price of $8,759. According to the HP Web site , however, the 1-TB AiO 400 costs $5,499, with a different configuration.

At Iomega, the company's focus is split about evenly between SMB and its traditional consumer customers, according to Iomega president and chief operating officer Thomas Kampfer. Although Iomega built its brand years ago on the Zip drive, it has moved on to other storage solutions. "We have a broad line of products focused on SMB, all purpose-built for small business," Kampfer said. "We can service value and provide value for the smallest of businesses from their inception…up to hundreds of employees."

According to Kampfer, the sweet spot for its customers is a single terabyte, slightly less than what the company's highest-end product

serves. "It won't have the volume of the - existing lower-capacity Iomega - 150 or 250," Kampfer said. "But it will build revenue ,and credibility for the brand."

The Iomega server runs on Windows Storage Server 2003 R2, with support for Distributed File System (DFS-N and DFS-R), Encrypting File System (EFS), Volume Shadow Copy Services (VSS), Change Journal, Integrated SRM and File Server Resource Manager (FSRM), Active Directory Service, Indexing Service, Print Management Console, and Print Serving with a five printer limit in its default configuration.

The NAS 450r uses dual-core Xeon chips, while the older DL320 AiO 1200 uses Pentium D microprocessors. Other features include dual Gigabit Ethernet, and support for either RAID 1 or RAID 5 with true hot-swappable drives. CA eTrust software protects against virus attacks, while EMC Retrospect Express software allows automated backups across the network.

At the current time, Iomega does not offer remote backup services, an option with the HP DL320 series and other servers. However, in July 2006 Iomega bought CSCI Inc., the maker of OfficeScreen managed services, and an addition to the product line is almost certain.

"While we have not announced anything, I can say, and you can print that we are very interested in that, and you will be hearing more news on that later this year," Kampfer said.

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