

## **Bosch and NetApp Partner to Provide Customers with Proven Storage Solutions for IP Video Surveillance**

June 18, 2008

- ▶ Global partnership aligns leaders in storage and video surveillance.
- ▶ Agreement links research and development, sales and support teams.
- ▶ Companies are positioned for success in IT and security market segments.

[Bosch Security Systems](#) and NetApp, Inc. (NASDAQ: NTAP), have formed a strategic, global partnership to capitalize on the rapid development of the IP video surveillance market. Under terms of the agreement, Bosch will sell and support cobranded NetApp® storage devices as part of its closed-circuit television (CCTV) portfolio.

“The market is continuing to mature in its understanding of IP video system architectures, resulting in a substantial up-tick in the adoption of Bosch’s approach for recording video—streaming video direct to a RAID array or storage area network and eliminating network video recorders,” said Johan Jubbega, vice president of Global Video Systems and Products, Bosch Security Systems, Inc. “The partnership with NetApp will increase the options we offer our customers by adding proven technology from a leading storage solution provider. These products will appeal to systems integrators and our newest generation of customers—IT-savvy end users.”

Bosch pioneered the development of IP cameras and encoders that stream directly to RAID arrays or storage area networks (SANs). This award-winning, efficient approach to video recording is made possible with the use of an IP-based storage standard—the Internet Small Computer System Interface (iSCSI). With the partnership agreement, Bosch is growing its portfolio of storage devices that use the iSCSI protocol as the company will resell four cobranded NetApp products or solutions.

The NetApp products offered by Bosch include the FAS2000 series along with the S550 and S300, providing a cost-effective family of products that delivers enterprise-level performance and scalability with a storage density ranging from 2 to 104 terabytes. Both the S family and the

FAS2000 Series were recent winners of the ServerWatch Product Excellence Awards and will serve as important components of Bosch video surveillance solutions for a wide range of applications. June 18, 2008

“With the desire growing among customers for IP video surveillance solutions, the timing is right to partner with Bosch,” said Andreas König, general manager and senior vice president EMEA for NetApp. “By leveraging NetApp solutions that utilize the iSCSI protocol combined with Bosch security products, customers are provided with a proven and effective answer to their video surveillance needs.”

Under terms of the partnership, NetApp will assist Bosch associates with presales support for the cobranded products. The company will also deliver training and certification to Bosch technical support groups. As a NetApp authorized provider, Bosch will provide customers with postsale technical support for the storage devices. This level of integration will provide a streamlined experience for customers during and after the sale of the cobranded products.

To maintain continued compatibility of products, Bosch will also gain ongoing insight into NetApp’s technology roadmap. Early access to NetApp’s devices will assist Bosch in tuning its video surveillance products to take advantage of new features and functionality in NetApp’s future storage offerings.

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**About NetApp**

*NetApp creates innovative storage and data management solutions that accelerate business breakthroughs and achieve outstanding cost efficiency. Discover our passion for helping companies around the world go further, faster at [www.netapp.com](http://www.netapp.com).*

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## About Bosch Security Systems, Inc.

*Bosch Security Systems, Inc., a division of the Bosch Group, develops and markets a broad range of products and systems for security, video surveillance, life safety, personnel and asset tracking applications, as well as for communication and professional audio installations. Worldwide, Bosch Security Systems employs nearly 10,800 associates and reported sales of \$2 billion in fiscal 2007. For more information, visit [www.boschsecurity.us](http://www.boschsecurity.us) or call (800) 289-0096.*

## About the Bosch Group

*The Bosch Group is a leading global supplier of technology and services. In the areas of automotive and industrial technology, consumer goods, and building technology, some 271,000 associates generated sales of 46.3 billion euros (over \$63 billion) in fiscal 2007. The Bosch Group comprises Robert Bosch GmbH and its more than 300 subsidiaries and regional companies in roughly 50 countries. This worldwide development, manufacturing, and sales network is the foundation for further growth. Each year, Bosch spends more than three billion euros for research and development, and applies for over 3,000 patents worldwide. The company was set up in Stuttgart in 1886 by Robert Bosch (1861-1942) as "Workshop for Precision Mechanics and Electrical Engineering."*

*In North America, the Bosch Group manufactures and markets automotive original equipment and aftermarket products, industrial automation and mobile products, power tools and accessories, security technology, thermo-technology, packaging equipment and household appliances. Bosch employs approximately 25,000 associates in more than 80 locations throughout the U.S., Canada and Mexico, with reported sales of \$9.5 billion in fiscal 2007. For more information on the company, visit [www.boschusa.com](http://www.boschusa.com).*

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