

EXHIBIT C
TO DECLARATION OF
BRIAN BIANCHI



(Crossroads 7120 Storage Router Shown)

Fibre Channel Storage Bridges and Storage Routers

HIGHLIGHTS (BRIDGES AND ROUTERS)

- Seamless FC to SCSI Protocol Conversion and Connectivity
- Multi-Port and Multi-Speed Solutions to Match System Requirements
- Industry-Leading Interoperability
- Indexed and Auto Assigned SCSI Device Mapping
- DHCP Support for Easier Network Administration

HIGHLIGHTS (ROUTERS ONLY)

- Added Security Using Crossroads' Patented Access Controls
- Web Based Device Management Using Crossroads Visual Manager (CVM)
- Enhanced Backup Performance
- FC Tape Error Recovery
- Up to Eight Custom User-Defined Maps Supported

Comprehensive Product Offerings Addressing Networked Storage Accessibility, Performance and Security

Overview

Crossroads Fibre Channel Storage Bridges and Routers provide seamless, reliable connectivity and protocol conversion from the Fibre Channel (FC) Storage Area Network (SAN) to tape and disk storage device interfaces. Our proven technology brings the best-of-class data accessibility, device management, system performance and security functionality required by today's enterprise SANs. Crossroads bridges and routers are an integral component of Crossroads Business Information Assurance (BIA) solutions that protect critical enterprise information by delivering accessible, resilient and secure business information – anytime, anywhere.

Key Features and Benefits

FC Storage Bridges – *Industry-Best Value*

Crossroads Storage Bridges set the industry standard for cost effective, reliable and easy-to-manage connectivity of SCSI storage resources to a FC SAN fabric or loop.

COST-EFFECTIVE – Useful life of SCSI storage resources can be extended by allowing them to be accessed in a FC SAN. Additionally, by aggregating device ports, Crossroads bridges save on switch port expenses.

RELIABLE – Path readiness and network event reporting detect and track errors affecting the backup and restore operations. Configuration issues and conflicts are identified and reported, resulting in a more reliable backup and recovery.

SIMPLE DEPLOYMENT – Simple configuration through multiple management interface options, coupled with field upgradeable firmware, combine to provide easy set up and maintenance.

FC Storage Routers – *Industry-Best Functionality*

Crossroads Storage Routers expand bridge functionality, offering complete “network-ready” services, enhancing security, manageability and system performance for storage devices.

SECURITY – Storage resources are securely allocated using Crossroads' patented Access Controls, a powerful resource sharing feature that controls access to storage targets from multiple hosts to the Logical Unit (LUN) level. Users can configure, secure and manage up to eight custom device maps. Additionally, dynamic mapping allows immediate changes to custom maps without router reboot.

ENHANCED MANAGEMENT – Crossroads Visual Manager (CVM) is a powerful Web-based management tool that configures, controls and manages all elements of the storage router. An intuitive graphical representation of the router allows “point and click” access to status information and management settings. CVM manages individual storage devices as an integrated system rather than as a collection of stand-alone devices and supports troubleshooting utilities, such as traces and event logging.

ENHANCED PERFORMANCE – Datapath write performance is enhanced using configurable buffered tape writes and immediate data response to remove the latency created by tape devices. The router also features inquiry caching which eliminates the potential for the application to respond unfavorably to slow responses from INQUIRY commands.

Product Matrix

	7120-b BRIDGE	7120 ROUTER	6000-b BRIDGE	6000 ROUTER	6240-b BRIDGE	6240 ROUTER
Fibre Channel Ports						
Number of FC Ports	1	1	1	1	2	2
Port Speed	1, 2 or up to 4 Gb/s	1, 2 or up to 4 Gb/s	1 or up to 2 Gb/s	1 or up to 2 Gb/s	1 or up to 2 Gb/s	1 or up to 2 Gb/s
SCSI Buses						
Number of SCSI Buses	2	2	2	2	4	4
Bus Type	LVD/SE	LVD/SE	LVD/SE	LVD/SE or HVD ¹	LVD/SE	LVD/SE
SCSI Bus Negotiation Type ²	N, W, F, Ultra320	N, W, F, Ultra320	N, W, F, Ultra160	N, W, F, Ultra160	N, W, F, Ultra160	N, W, F, Ultra160
Firmware Features						
FC Tape Error Recovery	-	Yes	-	Yes	-	Yes
Device Sharing / Security Features						
Access Controls	-	Yes	-	Yes	-	Yes
User Defined Maps	-	8	-	8	-	8
Dynamic Mapping	-	Yes	-	Yes	-	Yes
Auto-Assigned / Indexed Maps	2	2	2	2	2	2
Active Initiators Supported	64	250	64	128	64	128
Performance Features						
Configurable Buffered Tape Writes	Max=1	Up to 10	Max=1	Up to 10	Max=1	Up to 10
Inquiry Caching	-	Yes	-	Yes	-	Yes
Extended Copy	-	-	-	Yes	-	Yes

ABOUT CROSSROADS

Crossroads is a leading provider of business information assurance solutions – keeping business-critical information secure, valid, and accessible. The explosion of electronic information has led to alarming online data security breaches and offline storage compromises. A single incident can lead to critical loss of business, damaged credibility, and significant financial penalty – up to bankruptcy or business closure. Failure to comply with information assurance regulations can result in punitive fines, lawsuits – even personal liability. Crossroads innovative technology prevents database security breaches, storage access compromises, and guarantees the integrity of stored data – protecting business-critical information proactively. Our information assurance solutions deliver regulatory compliance and business continuance – faster, better, and more cost-effectively.

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Physical and Environmental Features

Management Features

- Crossroads Visual Manager (CVM) – Web Based Access³
- SNMP (FA MIB 2.2 and Private MIB)³
- 10/100 Ethernet RJ-45 Ethernet Management Port for FTP and Telnet
- 3-pin Serial Management Port for Command Line Interface (CLI) Access
- Field-updateable Firmware
- Event and Error Logging
- DHCP Support

Environmental Features

- Operating Temperature: 0 to 50° C
- Relative Humidity: 5 to 80%, non-condensing
- AC Power: 100-240 VAC, Auto-sensing
- 50/60 Hz, 1.0 Amps
- Heat Consumption Rate: Not More Than 75 BTUs/Hour
- Safety and Emissions: FCC part 15 Class A, UL 06950 cUL, CE, VCCI, AS/NZ 3548, TUV GS (6000 and 6240 products only), EN60825-1, RoHS

- FC Link and Activity LEDs
- SCSI Activity LEDs (One Per Port)
- Ethernet Link and Activity LED
- Power/Fault LED
- Internal Power Supply with Power Switch and Detachable Cable
- Airflow with Internal Fan
- Rack or Desktop Installation Method
- Width: 43.18 cm (17.0 in)
- Depth: 27.3 cm (10.75 inches)
- Height: 4.31 cm (1.7 in.) - 1U
- Weight: 4kg (9 lbs.)

¹) HVD router provides 40 MB/s maximum sustained throughput (20 MB/s per SCSI port) using SCSI.

²) SCSI Bus Negotiation Types: N=Narrow, W=Wide, F=Fast.

³) Available on Router only.

Physical Features






Crossroads NearEdge Storage Products

NEAR EDGE

Crossroads NearEdge Fibre Channel Storage Bridges

Crossroads Storage Bridges set the industry standard for cost effective, reliable and easy-to-manage connectivity of SCSI storage resources to a FC SAN fabric or loop.

- 1U Rack Mountable Form Factor
- Industry Leading Interoperability
- 2 Auto-assigned Indexed Maps
- Buffered Tape Writes (1 buffer enabled)
- Field Updateable Firmware
- Event and Error Logging
- DHCP Support
- Narrow, Wide and Fast SCSI Negotiation
- 64 Active Initiators Management
- 10/100 Ethernet RJ-45 Ethernet Management Port for FTP and Telnet Access
- 3-pin Serial Management Port for Command Line Interface (CLI) Access

Storage Bridge Models	Features	Benefits	MSRP	Annual Maintenance
6000-b Bridge (Order Part AF81002S) 	<ul style="list-style-type: none"> • 1 - 2Gb/s FC Port • 2 Ultra160 LVD/SE SCSI Buses 	<p>Cost Effective</p> <ul style="list-style-type: none"> • Extend the useful life of SCSI storage resources by allowing them to be accessed in a FC SAN <p>Port Aggregation</p> <ul style="list-style-type: none"> • Aggregate device ports to save on switch port expenses <p>Reliability</p> <ul style="list-style-type: none"> • Path readiness and network event reporting detect and track errors • Configuration issues and conflicts are identified and reported, resulting in a more reliable backup and recovery <p>Simple Deployment</p> <ul style="list-style-type: none"> • 1U form factor is rack-mount or desktop installable <p>Multiple Management Options</p> <ul style="list-style-type: none"> • CLI or Ethernet interface options coupled with field updateable firmware combine to provide easy set up and maintenance 	AF81002S \$3,650	MAINT-60 \$730
6240-b Bridge (Order Part AF81010S) 	<ul style="list-style-type: none"> • 2 - 2Gb/s FC Ports • 4 Ultra160 LVD/SE SCSI Buses 	<p>Simple Deployment</p> <ul style="list-style-type: none"> • 1U form factor is rack-mount or desktop installable <p>Multiple Management Options</p> <ul style="list-style-type: none"> • CLI or Ethernet interface options coupled with field updateable firmware combine to provide easy set up and maintenance 	AF81010S \$5,995	MAINT-62 \$1,200
7120-b Bridge (Order Part AF81014S) 	<ul style="list-style-type: none"> • 1 - 4Gb/s FC Ports • 2 Ultra320 LVD/SE SCSI Buses 		AF81014S \$4,150	MAINT-71 \$830




1) Annual maintenance coverage MUST be sold with each product.

Crossroads NearEdge Fibre Channel Storage Routers

Crossroads Storage Routers expand bridge functionality, offering complete "network-ready" services, enhancing security, manageability and system performance for storage devices.

- 1U Rack Mountable Form Factor
- Industry Leading Interoperability
- 2 Auto-assigned Indexed Maps
- Buffered Tape Writes (1 buffer enabled)
- Field Updatable Firmware
- Event and Error Logging
- DHCP Support

- Narrow, Wide and Fast SCSI Negotiation
- 64 Active Initiators Management
- 10/100 Ethernet RJ-45 Ethernet Management Port for FTP, Telnet and Web Browser Access
- 3-pin Serial Management Port for Command Line Interface (CLI) Access

Storage Router Models	Features	Benefits	MSRP	Annual Maintenance
6000LVD Router (Order Part AF81000S) 6000HVD Router (Order Part AF81004S) 	<ul style="list-style-type: none"> • 1 - 2Gb/s FC Ports • 2 Ultra160 LVD/SE SCSI Buses • 128 Active Initiators • Extended Copy 	<p>Security</p> <ul style="list-style-type: none"> • Securely allocate storage resources using Crossroads patented Access Controls, a powerful resource sharing feature that controls access to storage targets from multiple hosts to the Logical Unit (LUN) level • Configure, secure and manage up to eight custom device maps • Change custom maps without router reboot (Dynamic Mapping) <p>Enhanced Management</p> <ul style="list-style-type: none"> • Configure, control and manage all elements of the storage router using Crossroads Visual Manager (CVM) Web-based management tool • Intuitive graphical representation allows "Point and Click" access to status information and management settings • Manage individual storage devices as an integrated system rather than as a collection of stand-alone devices and supports troubleshooting utilities, such as traces and event logging <p>Enhanced Performance</p> <ul style="list-style-type: none"> • Enhance datapath write performance using configurable, buffered tape writes and immediate data response to remove the latency created by tape devices • Inquiry caching eliminates the potential for the application to respond unfavorably to slow responses from INQUIRY commands 	(LVD) AF81000S \$5,100 (HVD) AF81004S \$6,850	(LVD) MAINT-6000 \$1,020 (HVD) MAINT-6000 \$1,370
6240 Router (Order Part AF81008S) 	<ul style="list-style-type: none"> • 2 - 2Gb/s FC Ports • 4 Ultra160 LVD/SE SCSI Buses • 128 Active Initiators • Extended Copy 		AF81008S \$7,445	MAINT-6240 \$1,490
7120 Router (Order Part AF81012S) 	<ul style="list-style-type: none"> • 1 - 4 Gb/s FC Ports • 2 Ultra320 LVD/SE SCSI Buses • 250 Active Initiators 		AF81012S \$5,600	MAINT-7120 \$1,120

1) Annual maintenance coverage MUST be sold with each product.

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