



## **TERiX OFFERS SAFETY-NET FOR DATA CENTER AS THE SUN™ SETS**

SUNNYVALE, CA (December, 2009) – TERiX today announced a commitment to provide a safety-net with its Better Service – Better Value deliverables to all Sun Microsystems™ (NASDAQ: JAVA) customers for hardware and operating system maintenance and support. **TERiX will offer a non-conditional 25% savings off Sun™ invoice for any customer 12 month contract transition to TERiX support.** With the end in sight for the potential Oracle™/Sun™ merger, Sun™ customers must still deal with the uncertainty and fear about the future of Sun™ product support in the data center.

In April 2009 Oracle announced the purchase of Sun Microsystems™ and since that time, end-users have been watching closely to determine the future of Sun™ products and support. Today, eight months later, the answers for Sun™ customers remain illusive and unclear. Not only are there concerns and fears about what Oracle™ will do with Sun™ hardware and software intellectual property and support, but because of long delays in European Union's (EU) approval of the Sun™/Oracle™ merger, some analysts have noted that Sun™ has lost key personnel and lower \$100M per quarter as the EU has reviewed the case for approval.

### **Fear, Uncertainty, and Doubt for Sun Microsystems™ Customers**

"Data Center customers don't like uncertainty," said Jim Olding, TERiX Executive VP and Managing Partner. "They can't afford it. They don't want to wait around until the future of Sun™ support is known. The delays have Sun™ continuing massive layoffs in preparation for a day that once here, may still not answer the fundamental questions about the future of Sun™ service and support in 2010 and beyond", Olding stated.

For over 13 years, TERiX has provided Sun Microsystems™ and multi-vendor support in the US and 48 countries. In recent months, the number of resumes for highly qualified Sun™ engineers coming to TERiX for employment has tripled. During this same time period, consulting groups like Gartner Group and others have written market reports that give Sun customers anticipating large purchase or support contracts reason for caution. The uncertainty of Sun™ product support future and spiraling OEM costs have created a storm that just can no longer be weathered by the data center customer.

Beginning today, TERiX said it would give any Sun™ customer a 25% reduction from the Sun OEM invoice in overall service and maintenance fees over the next 12 months as the company transitions to TERiX support, and commitment to freezing that price point for as many as 3 years, no matter the contract size. This program is about providing a safety-net to a setting Sun™ – and mitigating risks for the data center customer who has significant Sun Microsystems investments.

### **About TERiX**

TERiX is the leading independent provider of flexible server, storage, network and operating system maintenance service offerings in the US and 48 countries. TERiX offers flexible plans that include 24/7 coverage with onsite engineering as well as

customized plans to meet client needs. TERiX focus is on the data center client with complete solutions for Sun™ and StorageTek™ (NASDAQ: JAVA), IBM™ (NYSE: IBM), HP™ (NYSE: HPQ), Fujitsu™, Dell™, Supermicro™, EMC™ (NYSE: EMC), ADIC™, NetApp™ (NASDAQ: NTAP), Quantum™ (NYSE: QTM) and Cisco™ (NASDAQ: CSCO). TERiX provides service to organizations in the public sector, manufacturing, high-tech, aerospace, telecom, banking/finance and chemical/pharmaceutical sectors, with many of each industry's largest and most respected brands as current clients. TERiX is privately-held and headquartered in Sunnyvale, CA. For more information, visit us on the web at: [www.TERiX.com](http://www.TERiX.com) or call us at 888-848-3749.

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