

## NEWS RELEASE

### Media Contacts:

Dan Oister  
Digi-Data Corporation  
Tel: 303.456.0103  
doister@digidata.com

Jil Goebel/Jessica Luehrs  
Origin Communications  
Tel: 719.785.9900  
jil.goebel@origincom.com  
jessica.luehrs@origincom.com

### FOR IMMEDIATE RELEASE

#### **DIGI-DATA TARGETS GOVERNMENT AGENCIES AND PROGRAMS**

*New director of government sales uses NetCents and channel expansion  
to increase business*

**COLUMBIA, Maryland – September 13, 2005** – Digi-Data Corporation, a leading manufacturer of high performance disk storage systems, announces Harry Garonzik as director of government sales. Garonzik's focus is to represent Digi-Data to various government agencies and departments seeking alternatives for large data storage requirements.

“Digi-Data offers a flexible, very cost-effective solution for managing large data storage implementations,” explains Garzonik. “I’ll concentrate on exploring opportunities in all areas of the government space, showing prime contractors what makes Digi-Data the better solution. We plan to demonstrate 100 terabytes of storage capacity to all interested parties at an open house and lab tour later this year.”

Simplifying access to the product, the Digi-Data Storm F8 controller is now listed on the NetCents contract/buying vehicle. NetCents makes it easier for IT personnel to cost-effectively answer the unique storage requirements of many government and education applications.

Garonzik, a 25-year veteran of the information technology industry, is responsible for all government and educational sales of Digi-Data product families. He has more than 18 years experience marketing and selling mass storage products and solutions, and has consistently grown revenues by successfully matching technology to his customer's needs.

Garzonik's recent positions include data storage and technology firms where he has held various titles, including President, CEO, and Vice President of Sales. He has created sales channels and driven teams to meet the unique needs of government buyers.

"Harry's experience in the government arena offers a huge asset to Digi-Data," says Dennis Cindrich, CEO of Digi-Data. "With the voracious appetite for data storage in various agencies, it's critical to have someone on the team with both technology and relevant business skills."

Garonzik holds a BS degree in Business Administration from the University of Baltimore. He is a popular speaker at storage conferences and seminars, and a member of the Association for Image and Information Management (AIIM).

**Editor's note:**  
Photo attached.

### **Digi-Data**

Digi-Data Corporation, headquartered in Columbia, Maryland, is a privately owned manufacturer of sophisticated RAID storage systems and controllers for Value Added Resellers, Systems Integrators and OEMs. For over 40 years, Digi-Data has provided service to the reseller channel, with emphasis on the high-value relationships it maintains with its partners. Digi-Data has acquired numerous patents for its innovations. For more information, go to [www.DigiData.com](http://www.DigiData.com).