

Design-to-Order Storage

INTRODUCTION

Many OEMs and value added resellers consider storage devices with unique configurations, special requirements or private label needs. Typically, it is difficult to obtain these specialized services without very major commitments.

Winchester Systems is a responsive, engineering-led company that has the capability to develop and deliver short-run, custom-configured or design-to-order products at prices competitive with off-the-shelf products from other popular companies.

Our repertoire of satisfied OEM customers include the most demanding MIL-SPEC ruggedized products for the US Army to simple private label tabletop units for a process control manufacturer - and everything in between. We have produced OEM products for fault-tolerant computer manufacturers, semiconductor test equipment manufacturers, CAD/CAM system manufacturers for automotive applications, scoreboards for municipal stadiums and more. We can handle your requirements too. Please give us a call now to arrange your free consultation with a storage architect.

Why not differentiate your total system solution with a private brand?

WHY OEM PRODUCTS

- Private label
- Value added capability
- Unique configurations
- Special requirements
- Appearance

REQUIREMENTS

- Configure to order
- Design to order
- Corporate identity

TYPICAL ENVIRONMENTS

- Competitive pressures
- Value added
- Design control

BENEFITS

- Exact solution
- No compromises
- Higher value added
- Increased profits

HOW IT WORKS

Storage Architects will consult with you and your staff to determine your needs on any qualified project. At no cost or obligation, the Storage Architects will prepare a design specification for your review. After a review, the design can be modified to meet your exact needs.

Winchester Systems typically amortizes the non-recurring engineering costs over the number of units to be purchased so there is no up-front cost to you. This makes approval much easier in most organizations. You just specify your ideal system and we deliver it and you just pay as you use them. What could be simpler?

Parameters	Options
Enclosure	Tabletop, Rackmount, Ruggedized
Capacity	100 GB to 9 TB per enclosure
Drives	Various up to 400 GB, 10k & 15k rpm
Speed	Low, medium, high performance
Controllers	Single or dual
Channels	1 to 12 per enclosure
Interfaces	Ultra320 SCSI or 2 Gb Fibre Chanel
Rear I/O Panel	Custom
Power	Single or dual - commercial or military
Color	To Order
Logo	Yours
Other	You specify

These are just a few of the options. Contact one of our storage architects to obtain exactly the system you need.