



MTI/Collective Fact Sheet

On June 6, 2006, MTI Technology Corporation announced an agreement to acquire Collective Technologies. The following are some answers to questions about this acquisition, and what it means to our customers and partners:

Uniting MTI and Collective

Q: Why is this acquisition a good idea?

A: The two companies see a real synergy in their respective businesses. We feel that the core competencies of MTI and Collective compliment each other well, and that we can offer a true “total solutions approach” with hardware, software, and services that addresses our customers’ growing infrastructure needs. Together, we are able to significantly expand our services and solutions capability, offering our customers a single point of contact to help further maximize the value of technology investments through cost-effective, complete end-to-end solutions for information and infrastructure management.

Q: What are MTI’s strengths?

A: With more than 20 years of industry experience, MTI Technology is a leading multi-national information infrastructure solutions provider. MTI’s 300 professionals service a diverse customer base of more than 3,500 customers worldwide, offering storage solutions, hardware and software support services, and storage related consulting services in the United States, as well as France, Germany and the United Kingdom. MTI is an EMC Velocity Premier Partner, the highest level of EMC partner status possible. MTI’s quality worldwide end-user sales and customer service team is recognized as one of the finest in the industry, serving a wide variety of market segments.

Q: What are Collective’s strengths?

A: Collective Technologies is a leading provider of enterprise-class IT infrastructure services and solutions. Collective has extensive consulting experience (five million hours total), and its consultants’ have intimate knowledge of multiple IT environments. As a Microsoft National Systems Integrator (NSI) and Gold Partner, Collective will help to expand MTI’s capabilities surrounding the delivery of mail and messaging solutions, including Active Directory and Microsoft Exchange implementation and migration in large scale, complex environments. Collective contributes to MTI’s solid brand awareness and excellent reputation, and strengthens its existing industry relationships with leading vendors such as EMC, Microsoft, Dell, and Symantec.



Q: Where will the new company be headquartered?

A: The headquarters will be at MTI's current corporate location in Irvine, California. Collective will continue to operate in Austin, Texas as a division of MTI Technology.

Strengthening Customer Relationships

Q: As an MTI/Collective customer, how will this acquisition directly affect my account?

A: In terms of day-to-day operations, it will be business as usual. Customers of each company will continue to work with their same contacts and will see no negative impact to their accounts. However, they will be immediately exposed to an array of new solutions and consulting resources that can improve their information or infrastructure projects. We encourage all of our customers to speak to their account reps ASAP to see what new offerings are available.

Q: What advantages do I gain through this acquisition?

A: The acquisition significantly increases the resources that are available to help our customers meet their evolving business requirements. The combined organization's processes, methodologies, highly evolved culture of collaboration and highest caliber workforce ensure that each customer is treated uniquely and receives the full advantage of our combined resources and offerings. With the addition of over 90 consultants from Collective, MTI will now have a broader national coverage base, which along with our enhanced capabilities will allow us to be even more responsive to customers' needs.



Expanding Products and Services

Q: What are the expanded consulting services and solutions capabilities that will now be available?

A: As a result of the acquisition, MTI's expanded solutions and services portfolio includes:

- Business Continuity (Disaster Recovery and Back-up and Recovery)
- Virtualization Technology
- Infrastructure Consolidation and Migration
- Mail & Messaging
- High Density Computing
- Storage Solutions and Assessments
- Systems Management
- Data Migration & Consolidation

Like MTI, Collective has a strong relationship with EMC. Collective provides considerable consulting and services for EMC. The Collective acquisition enables MTI to provide additional enhanced services for EMC Symmetrix DMX environments. We will also offer Collective's Data Center LifeCycle Management Solution, which provides an integrated collection of IT infrastructure, physical layer and relocation services to create "adaptive data centers" that can handle the quickly changing demands of business and technology. MTI plans to make all of Collective's services offerings available to current and prospective customers.

Moving Forward

Q: Are more acquisitions underway?

A: While there are no other acquisition projects in the works at this time, MTI is always looking for opportunities to grow and expand our organization.

Q: What are the next steps?

A: As we continue to work through the process, updates will be communicated to you as they become available. If you have immediate questions or concerns, or want to take advantage of our newly enhanced capability offerings, please contact your account manager.

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