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## DISC Archiving Systems Inc. continues its expansion in North-America

The new sales and support team of DISC Archiving Systems Inc. ("DISC") continues to grow in response to the on-going demand for DISC's BD Series optical archiving solutions and support of a revitalized network of North America partners and customers.

Per Mark Brown, VP of Sales, "The addition of Anthony Scott, Sr. Solutions Engineer and Mike Johnson, Channel Sales/Business Development, are strategic complements to the team that are already positively influencing customer's acceptance and satisfaction for DISC's products in the optical market segment and the growth of our North American channel business". Collectively, the new team offers many years of optical solutions experience (i.e., products, services & integration) as well as a solution-oriented understanding of working with strategic Channel Partners (i.e., Value-Add Resellers, Distributors, ISV's & Vertical Market System Integrators).

For more information see our [news section on the website](#)

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## Optical Archive Storage Whitepaper

DISC is pleased to announce the first in a series of whitepapers about archival storage solutions. In "The Benefits of Optical Archival Storage" the main reasons, requirements and currently available technologies for archiving will be discussed. Send an email to [marketing@disc-group.com](mailto:marketing@disc-group.com) if you would like to receive this whitepaper.

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## DISC BD Series available with SAS Drive Interface

The DISC library interface is now Serial Attached SCSI, SAS, interface. SAS is the successor to parallel SCSI and is being provided as standard on most servers. All DISC Series libraries will have this SAS interface and DISC has published a technical

### UPDATED CONTACT INFORMATION

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document explaining the changes and how this will affect the installation and configuration of the system. DISC has already confirmed that this works with the major ISV software providers. [Contact us](#) or your DISC representative if you have specific questions and/or want to receive a copy of the technical document.



For more more information about our products and services, click to visit

[disc-group.com](http://disc-group.com)

A promotional banner with a grey background. On the left is a small screenshot of the DISC website. To the right, the text "For more more information about our products and services, click to visit" is displayed in white. Below this text is a red rectangular button containing the white text "disc-group.com".

We would like to keep you informed of the latest developments, products and solutions of DISC Archiving Systems. But, if you'd rather not receive non-service related emails please send us an email to [marketing@disc-group.com](mailto:marketing@disc-group.com) stating 'Unsubscribe' in the subject field.

We do not share your personal information with anyone else.

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