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***Robins & Morton Selects Native File Optimization Solution to Reduce Unstructured Data Volume***

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STEINHAUSEN, SWITZERLAND, August, 3<sup>rd</sup>, 2010 – balesio AG, the leading provider of native format optimization solutions for unstructured data, today announces that Robins & Morton, one of the leading U.S. companies in the healthcare construction business, has selected balesio's FILEminimizer Server solution in order to reduce unstructured data volume on its servers. balesio's native optimization technology dramatically reduces file sizes of unstructured data such as office Microsoft Office or image files through its content-aware, native optimization processes. By preserving the original file formats, the native optimization leads to significant performance increases afterwards.

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***Robins & Morton's Challenge: Explosive Unstructured Data Growth***

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Characteristic for a healthcare construction company, Robins & Morton constantly opens new projects and job sites where related images and Microsoft Office documents are frequently created, shared and stored. An internal analysis showed that in fact the amount and size of these unstructured files were causing the explosive overall storage growth at Robins & Morton.

The company saw a need to optimize the large volume of unstructured data on its primary storage and selected FILEminimizer Server for its ability to tackle exactly this problem. FILEminimizer Server is able to reduce the data volume of unstructured files anywhere from 40 – 80 % preserving the files in their original file format. After the optimization, which is technically lossy but in reality visually lossless, storage performance is heavily increased due to the optimized file sizes.

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***Achieved Results and Benefits for Robins & Morton***

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The easy deployment of FILEminimizer Server provided Robins & Morton significant space savings on its existing storage capacity. The high data reduction and achieved storage savings were so important that Robins & Morton could even postpone purchases for additional file storage. Ryan Cerwick, Network Administrator at Robins & Morton confirms: *"Being able to get our unstructured data down to manageable file sizes has been a great help to our department. Already now, the achieved storage savings allowed us to postpone the purchases for additional file storage."*

balesio's CEO, Daniel Bernard, comments: *"Robins & Morton has realized that it is mainly the unstructured data volume which causes the explosive corporate data storage growth today. Our native format optimization technology is the best solution in the market with the most advanced native optimization technology. The recent implementation at Robins & Morton is a great confirmation and we are happy for our customer to achieve such outstanding results."*

Apart from balesio's FILEminimizer Server solution to reduce data volume on file servers and storage systems like SAN and NAS, balesio also offers solutions for integrating the technology into existing infrastructures such as Microsoft SharePoint, in document workflows or into email communication systems like Microsoft Outlook and Lotus Notes.

More information about balesio and the native format optimization technology of FILEminimizer are available at [www.balesio.com](http://www.balesio.com)

## ***About Robins & Morton***

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Since 1946, Robins & Morton has grown from a modest construction operation into one of the top contractors in the United States with a portfolio of more than 900 successful healthcare, commercial, education and industrial projects. The firm was named the 2010 top healthcare contractor in the United States by *Modern Healthcare* magazine based on a project volume of over US \$1 billion and is currently ranked one of the top 25 medium-sized companies to work for in America.

## ***About balesio AG***

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balesio AG is an internationally leading Swiss software company which develops and sells enterprise solutions in the areas of data reduction and file server and storage optimization with the applications FILEminimizer and FILEminimizer Server. balesio software has been sold already in over 130 countries worldwide and is successfully used in small and medium-sized companies, universities, public institutions as well as by a vast majority of Fortune 500 companies already.

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