

Currently providing End-to-End Customized Solutions in HPC, Big Data and Virtualized Environment for Federal Government Customers, RAID Inc. is well positioned for Growth as their Technology is also needed in BIO, Oil, Gas, Financial Services, Cloud or any Vertical Using Simulation Modeling

**Technology
Big Data**

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**Bob Picardi
CEO**

About RAID Inc.:

RAID Inc. is in the business of providing end-to-end customized solutions in HPC, Big Data, and Virtualized Environments.

RAID Inc. goes through an extensive process of examining each layer to understand the customer's unique environment. This process is done whether the customer is looking for a

full turnkey solution or just a single product to solve a specific need. The customer is involved in every step of the process.

**Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine**

CEOCFO: Mr. Picardi, What is the basic concept at RAID?

Mr. Picardi: We are an HPC customized solution provider since 1994, have followed a consultative, customer-centric approach in solving each customer's unique needs in order to provide them with the optimum solution. RAID Inc. has a distinctive competence in value-based scaleout, distributed and parallel file system data storage solutions. RAID Inc. is agnostic in terms of the hardware and software products it provides, searching the world to find products that solve its customers' needs. We have the ability to act quickly by combining premium OEM products with innovative in-house technologies, providing the very best quality, functionality, performance and value to its customers.

CEOCFO: Would you give us an idea of some of the more basic solutions that you are called upon to provide and maybe one or two things that are outside the box, which you are able to put together a package for the customer?

Mr. Picardi: A basic solution could be providing a basic raid storage system or a simple cluster an out of the box solution could be designing an I/O subsystem for the fastest supercom-

puter in the world, or developing an imagine processing center using a GPU cluster connected to parallel file system that decreased processing time of highly sensitive data from days to hours.

CEOCFO: Are there areas or industries where you would like to have greater inroads?

Mr. Picardi: Our primary focus has been the federal government space, which has been the historical center of HPC today that is changing rapidly. Today, the same type of technology is needed in various verticals, Like BIO, Oil, Gas Financial services, Cloud, and any vertical that is using simulation modeling is a target for us.

CEOCFO: There are so many companies claiming that they have developed very easy to use solutions for almost everything; do you find people need more customization because things are more complicated?

Mr. Picardi: We are finding things far more complicated than less complicated. The need for more customization to the end user is becoming more prevalent in the market, especially when you are looking at the speeds to which Intel is pushing IO and the new designs of network topology that is increasing the speed to which storage needs to keep up. I think we are in a paradigm shift in terms of technology performance that is on the horizon and more customization rather than less will be continually needed.

CEOCFO: Do you feel that many companies realize that, or are they not yet there to understand?

Mr. Picardi: Generally no, but there our departments within corporate America that do with the new technologies coming out it is a matter of time that the adoption rate will accelerate to mainstream corporate America.

CEO CFO: What is the competitive landscape for you?

Mr. Picardi: The competitive landscape is growing we are seeing major technology companies all have initiatives in HPC today versus three years ago because of the growth rate in the space .

CEO CFO: How do you reach potential customers?

Mr. Picardi: We do it by marketing and a direct sales force.

CEO CFO: What do you look for in your people over and above technical skills?

Mr. Picardi: We are looking for people that have integrity, perseverance and passion for technology; we can provide the training for the rest.

CEO CFO: What have you seen as far in this confusing economy, has it helped or hurt?

Mr. Picardi: I think we have been somewhat insulated in our market due to our high degree of customization we provide.

CEO CFO: What is your strategy for the next year or so?

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Mr. Picardi: We will be bringing various types of new solutions to the market. We are innovating many products or solutions that we are internally developing using off-the-shelf products. We are partnering stronger with the likes of IBM using their parallel file system GPFS, which provides not only the performance and scalability

but has functionality that corporate America needs and expects. We are excited with what the future holds.

CEO CFO: How do you decide with so many new technologies and innovations, what is going to stick and where you should focus?

Mr. Picardi: It comes to price performance, functionality and stability always.

CEO CFO: Why should the business and investment community pay attention to RAID?

Mr. Picardi: We have been doing this for a long time and there are not many firms that do what we do. I think our backend service

and support model is unique in the industry. Meaning that we go above and beyond our SLAs to support our customers. We bring a customized value proposition to each solution that we sell.



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