



ATTO Technology, Inc.



ATTO's Responsiveness Reduces Time-to-Market for SeaChange International

25% Faster Product Release Time for OEM Customer

Success In Brief

- ATTO actively involved during testing and development of new product releases
- Ability to customize certain API's and management features proved to be a huge benefit for the SeaChange engineering team
- Variety of port configurations allowed SeaChange to optimize PCI slot utilization
- SeaChange requested modifications and ATTO was quick to respond with a customized solution



"The ATTO partnership is a good marriage - ATTO is very responsive to changes and have added features for Seachange's future needs. Now the standard has been established for providing high-performance storage access. By working with ATTO during our new product development we recognized a 25% improvement in getting products released—generating revenue quicker."

Sadry Tavana
Vice President of Hardware Engineering & Operations Manager

Challenge/Solution Overview

Challenge	Solution
Free up valuable PCI slots	Utilizing ATTO's ExpressSAS SAS/SATA 16-port Host Bus Adapter allowed SeaChange to reduce the number of HBAs they were using from three to two, in turn reducing PCI slot utilization and operating costs.
Increase performance for next-generation product	ATTO was the first to ship 6Gb/s SAS/SATA HBA's, making it possible for SeaChange to offer their customers the best performance available.
Unique hardware requirements for next-generation solution	By working closely with SeaChange to understand their workflow and operational needs, ATTO was able to modify the hardware design to meet specific SeaChange requirements.
Ability to customize management features and APIs	The ATTO engineering team was able to work closely with SeaChange to provide quick response time to feature requests and tailor the product to meet their demands.
Engineering expertise	"ATTO was actively involved during testing and development of our new product releases, reducing time to market by at least 25%," stated Sadry Tavana.
Transition from spinning drives to flash drives	ATTO conducts exhaustive testing to prove interoperability and to ensure the migration from spinning drives to flash was seamless, reliable and high performing.
Achieve demanding performance requirements	ATTO's Advanced Data Streaming (ADS™) Technology, a standard on all ATTO HBAs, minimizes latency to create smooth data streams.

Conclusion

SeaChange is now able to offer a completely redundant, high-performance streaming media storage solution. The solution is designed to enhance data storage and retrieval, while increasing productivity by keeping content available in real-time for multiple users on multiple platforms. The result is a solution that reduces operating costs and increases performance in a smaller footprint as operators deploy more flexible content delivery network (CDN) architectures and multi-screen video.

ATTO customers have the flexibility to work with highly experienced engineers who analyze customer specific applications and are responsive to making the necessary modifications to meet the demands of new product development.

For more information visit: ATTO Technology: www.attotech.com and SeaChange International: www.schange.com