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D-Link Benefits at Nor-Tech

- Excellent Pre-Sale Communications
- Provided Units for Evaluation
- Strong Tech Support
- Exceptional Performance to Value Ratio
- Durable, Powerful and Reliable Products
- Local D-Link Support
- Outstanding Customer Service

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-Dom Daninger
Vice President of Engineering,
Nor-Tech

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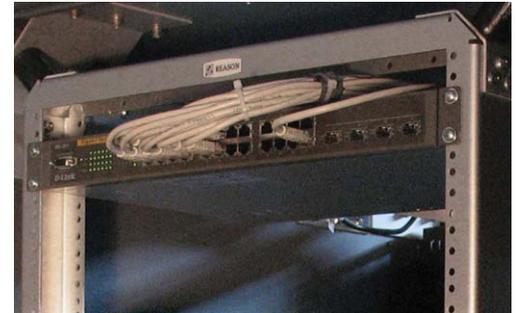
D-Link Helps Nor-Tech Custom Build "Travel Anywhere" High-Performance Computers

Switching Solutions from D-Link Provide Speed and Value for 'Ruggedized' Portable Clusters

Challenge: Find the Best High-Speed Switch Manufacturer

Nor-Tech manufactures computer systems, servers and high-performance clusters, which it offers through a large network of resellers across the USA. The exclusive manufacturer of Voyageur PC, Nor-Tech is recognized as the 2nd largest custom system builder in the country, producing thousands of PCs and servers each month at its 60,000 sq. ft. facility in Burnsville, MN. Nor-Tech enjoys partnerships with industry leaders and is currently listed as an AMD Platinum Solutions Provider, Intel Premier Provider and Microsoft Gold Certified Partner. Listed in Entrepreneur Magazine's HOT 100 list of fastest growing companies three years in a row, Nor-Tech has grown to over 70 employees and continues to extend its reach.

Ushering in a new era of onsite, high-performance computing, Nor-Tech custom manufactures Portable Clusters—highly 'ruggedized' and extremely mobile High Performance Computing (HPC) clusters that are lightweight and available in military shock mounted



D-Link Provided Switching Units for Evaluation Enabling Nor-Tech to Choose the Solution Provider that They knew They Could Count On.

19" rackmount cases. The mobile clusters run cool, save energy and are able to operate up to 96 processor cores on just two 110VAC 20-amp circuits. A component of the "Supercomputing World," their durability and portability make them desirable for use in military, gas & oil, naval equipment, oil platform, academic projects.

When researchers at a major university in Utah needed a precision computer that could acquire, rapidly process and store the substantial samples generated by the lab testing, they turned to Nor-Tech. Likewise, scientists at the University of Minnesota opted for Nor-Tech clusters when they needed a computer system that could deliver an exceedingly high-resolution image, high enough to analyze blood cells only 8 microns wide (smaller than a droplet of fog).

"Portable clusters is a growing field, a relatively new field, it's a developing market," said Dom Daninger, Vice President of Engineering, Nor-Tech. This type of high performance computing started out in academia but lately we've seen a shift into industry."

At the heart of Nor-Tech's high-performance computers is the ability to provide intra-cluster communications and handle supervisory and management tasks within the cluster. They needed a business solutions manufacturer that could provide them with powerful, yet cost effective switches to utilize in building the portable cluster units.



Nor-Tech "Travel Anywhere" Computing Solution

PRODUCT FEATURES:



D-Link DGS-3024 - 24-Port 10/100/1000 Switch + 4 combo SFP ports

- 48Gbps Switching Capacity
- Full Layer 2 Management Feature Set
- SNMP, RMON, VLAN, QoS, Port Trunking, and more



DGS-3048 - 48-Port 10/100/1000 Switch + 4 Combo SFP Uplinks

- 96Gbps Switching Capacity
- Full Layer 2 Management Feature Set
- SNMP, RMON, VLAN, QoS, Port Trunking, and more

Solution: D-Link Provides Powerful, Affordable Switches for Lightweight Mobile Supercomputers *D-Link Delivers Outstanding Customer Service*

Nor-Tech turned to D-Link in search of high-powered switches, and was referred to D-Link representative Jiten Gorey, who recommended the DGS-1248T switch. That was four years ago, today the computer manufacturer uses the newer D-Link DGS-3024 and 3048 switches to build its cluster units.

"Jiten Gorey has been great to work with," said David Bolig, President, Nor-Tech. "He does a great job of servicing the account."

"We chose D-Link because of the outstanding service. They provided us with evaluation units and field application engineers to survey the projects," said Daninger. "The evaluation units were critical. High performance computing is a 'show me' field and we have to prove performance levels. It is a lengthy process that starts with a prototype and we run a lot of benchmarks, then we build a production unit and run performance and integrity tests."

"What is unique about D-Link is that their level of service is second to none," he added. "They are great to work with."

"We chose D-Link for the quality of their personnel. Jiten Gorey is an excellent rep," said Bollig. "They provide strong communications before the sale and solid tech support."

D-Link Offers a Good Value Proposition

"D-Link is a very good value proposition. They bring a lot of power to the table at a very good price," said Bollig. "They really offer the best bang for the buck. D-Link is an excellent partner for this type of collaboration."

"With managed switches it comes down to price and service," he added. "D-Link products run extremely fast, they're priced 40 to 50% lower than the same items from different brands, and they provide better service. What more could you ask for?"



D-Link Provides High Performance Switching for Lightweight Mobile Supercomputers

D-Link Offers a Reliable, Powerful Product

"When it came to providing intra-communications channels for the clusters, the lower end switches just didn't cut it," said Daninger. "When you're dealing with a \$4 million project, you need to build the clusters with reliable components. That's where D-Link came in."

"The D-Link switches are very easy to work with as far as configuration and they have a great user interface," he added. "They are very well thought out."

"We look forward to working with D-Link for a long time to come," Bollig said. "I couldn't ask for a better company to partner up with."