

# STEC wins Fujitsu for its SSDs

## A relationship for all ETERNUS

By [Chris Mellor](#) • The Register

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Fujitsu has chosen STEC as its solid state drive supplier, leaving NetApp the only enterprise storage array supplier not dealing with the SSD vendor.

The company will deploy STEC's ZEUS-IOPS drives in its ETERNUS storage arrays, replacing Fibre Channel hard drives. STEC said it had worked with Fujitsu to tailor a product configuration for it. Fujitsu's SVP for storage systems, Tetsoro Kudo, said in a statement: "STEC's cutting-edge technology on Fujitsu systems renders an exceptional value proposition for the data centre of today and beyond."

After its [IBM](#) design win, recent good [results](#), positive outlook, and now this Fujitsu win, STEC is looking well-positioned for growth, and investors know it.

In January its share price was \$4.12, its 2009 low point. When results were published on May 11 the price leapt to \$10.39, and has risen steeply since then. STEC stock is now trading at \$14.08, giving the business a market capitalization of \$682m. Some financial commentators expect its share price to double, which would take its market cap to \$1.2bn.

If NetApp declares for STEC as well, that leaves only Pillar as a non-STEC SSD-using storage array vendor, having plumped for Intel. That gives STEC a near-monopoly of storage array SSD supply: a pretty flash performance. ®