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NetEx Signs South African Distributor Workgroup to Further Extend Market Reach of HyperIP Virtual WAN Optimizer

MINNEAPOLIS, Minn. – February 9, 2011 – [NetEx®](#), a leading company providing a software-only WAN Optimization solution, today announced that it has entered into an agreement with Workgroup to distribute its HyperIP® WAN optimization software throughout South Africa and the Sub-Sahara region to satisfy increased demand for improved data replication and accelerated file transfers within virtualized environments.

As the largest focused software distributor in South Africa, Workgroup provides comprehensive sales and marketing expertise and is well positioned to deliver software products to a diverse customer base. HyperIP enables Workgroup to deliver the industry's top software-only WAN optimizer to customers operating in virtualized environments. HyperIP can be rapidly deployed as a Virtual Server Appliance on commodity hardware and has been validated in independent testing to accelerate VMware™ VMotion WAN transfers by a factor of 10x and Microsoft Hyper-V Live Migration by up to 16x.

“For those operating in virtualized environments, the need to boost performance isn't a nice-to-have option but one that is increasingly mission-critical,” said Willie Jansen van Rensburg, Virtualization Business Unit Manager at Workgroup. "By offering a way to minimize WAN

latency over distance in virtualized environments, we are able to add extreme value to our portfolio by providing a compelling solution to companies facing conditions that can negatively impact their computing infrastructure. NetEx HyperIP is an ideal way to extend the functionality of virtualization and one that I believe will be well received by our customers.”

Workgroup services the IT channel from its national branch infrastructure situated in Johannesburg, Cape Town, Durban, Port Elizabeth and Windhoek. This international agreement follows recent partnerships with distributors in Australia, Turkey, Germany, and the United Kingdom and Ireland.

“Partnering with Workgroup brings us additional exposure of our HyperIP to an even larger world market, helping us to increase mindshare and grow profits,” said Robert MacIntyre, NetEx Vice President of Business Development and Marketing. “We have extensive experience working with global organizations to help organizations make the most effective use of their WAN bandwidth and meet production-time windows. Being part of Workgroup's virtualization portfolio will ensure that companies in Africa will have access to this same level of optimization and data acceleration as those in other parts of the world, helping them to continue technical innovation while leveraging the value proposition that HyperIP provides.”

NetEx’s award-winning HyperIP is a software-only, virtualization-ready WAN optimization solution, ideal for moving large data sets across WANs securely, swiftly and seamlessly. Patent-pending technology accelerates and optimizes industry-leading data replication and file transfer applications by aggregating multiple data replication applications over a shared connection while mitigating the inherent network latency and network disruption for long-distance remote TCP data transmissions. The full version of HyperIP supports long-distance data transfers at up to 800 Mb/s, the highest performance of any WAN optimization solution on the market, and 25 to more than 100 percent faster than competitive products. Transfer speed is optimized for the full range of data management applications, including backup & remote replication and business continuance/disaster recovery (BC/DR). NetEx offers HyperIP for cloud infrastructures as a software-only configuration, enabling customers to quickly deploy the acceleration software into their existing VMware infrastructures.

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About NetEx

Formed in 1999 as a spin-off of Storage Technology Corporation (StorageTek®), privately-held NetEx is providing the world's fastest WAN optimization software in the industry, along with guaranteed data delivery, for over 20 years to more than 100 of the world's largest and most sophisticated organizations, including some of the most prestigious providers of financial, transportation and telecommunications services and government entities. Customers include BP, Telstra, NTT, Verizon, Qwest, Royal Bank of Scotland Group, Lloyds TSB, NDC Health, IRS, American, United Airlines and Kellogg. As a VMware Technology Alliance Partner, NetEx's HyperIP WAN optimizer software is leading the way in demonstrating impressive performance results for supercharging VMware applications worldwide. For more information about NetEx, NetEx/IP or HyperIP, visit www.netex.com or call +1-763-694-4300.

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