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Continued Demand for HyperIP Virtual Appliance WAN Optimization Software Drives Growth, Success at NetEx

MINNEAPOLIS, Minn. – March 30, 2011 – [NetEx](#)®, a leading company providing a software-only WAN Optimization solution, today announced that it experienced exponential growth during 2010 fueled by increased demand for its HyperIP virtual appliance that improves the performance of moving large amounts of data across a WAN. With additional distribution channels throughout much of the world and more resellers and partners than ever before, the company increased the number of new customers and installations of its HyperIP software by 350 percent over 2009.

New international agreements with resellers and integrators to distribute HyperIP throughout North America, Europe, Africa, the Middle East and Asia-Pacific territories, in addition to partnerships with technology leaders such as Veeam Software and others, further extended the reach of NetEx's WAN optimization solutions last year into the SMB, SME and enterprise marketplaces worldwide. As companies expand their own virtual infrastructures, they continue to look for technologies that overcome the challenges of network conditions, such as packet loss, latency and jitter that are inherently found in virtualization and cloud computing environments.

With interest in virtualization technologies, including virtual appliances, at an all-time high, the demand for NetEx's software solution assures the company is well-positioned for growth. More organizations are enabling disaster recovery solutions over distance with DR increasingly becoming a part of cloud solutions. Additionally, the adoption of infrastructure as part of a cloud

service model is on the rise, making the ease of adoption for a virtual appliance that can be downloaded 24x7x365 regardless of location a major benefit to NetEx's business model.

"NetEx HyperIP works very well in optimizing storage applications, such as replication over latent networks," said Robert MacIntyre, NetEx Vice President of Business Development and Marketing. "Deploying the software as a virtual appliance makes it very easy to download, test and ultimately reducing the cycle time to move into production. With more and more talented and savvy resellers and integrators partnering to distribute HyperIP throughout the world, we have been fortunate to capitalize on the increasing demand for virtual appliance solutions."

The company is expected to continue its revenue and new customer growth throughout 2011 with the addition of additional resellers and distribution partners offering HyperIP on a global basis. NetEx further expects other hypervisors to be supported along with VMware for increased market opportunities and is forming additional technology partnerships, including OEMs, throughout the year.

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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