Network Executive Software, Inc. (NetEx)
Corporate Fact Sheet

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Background
Founded in March of 1999 following a spin-off from Storage Technology Corporation (StorageTek® now part of Oracle after having been first acquired by SUN Microsystems), privately held NetEx has provided data transport solutions for more than 20 years. NetEx software products meet the data protection and movement (file transfer) requirements for hundreds of the most progressive and demanding organizations in the world. NetEx customers range from small to medium business, mid-tier companies, and enterprise-class companies. This includes government, financial services, airline, telecommunications, health care, real estate and many other industry segments across the globe.

With the launch of HyperIP in October, 2003 – NetEx has expanded its patent-pending data transport technology operating within 1000's of proprietary systems to now supporting industry standard TCP-based replication or data movement applications operating over IP networks. Any organizations looking to enhance the replication or backup of mission critical data over any distance using existing IP infrastructures should look no further than NetEx.

Market Focus
The company focuses on providing virtual appliance WAN Optimization software for disaster recovery, backup and other bulk transfer requirements. Information is the lifeblood of global organizations in the 21st century. Protecting mission-critical data is the priority of information technology (IT) professionals who realize that any data loss is harmful to productivity – let alone catastrophic to their operations (or careers). Small, medium and large enterprises turn to their trusted storage partners (like EMC, NetApp, HP, Dell, CA, Quest Software, Veeam, Symantec, etc.) and Value Added Resellers (VARs) to assist them in building comprehensive (cross

platform, multi-sited, multi-application) data replication solutions in order to increase application availability and minimize data loss. With a large number of multi-national companies who are moving corporate data over global networks and coupled with the fact that replication and large file transfer requirements continue to explode 200-400% annually, many organizations have discovered that this growth is outpacing the bandwidth capacities of their IP WAN infrastructures. These organizations can no longer just add more bandwidth because of cost constraints or the performance limitations of the underlying TCP transport technology. NetEx customers have found that they can significantly increase their bandwidth capacity and improve throughput utilization and performance without having to add more bandwidth between their data centers.

Products

HyperIP WAN Optimization virtual appliance (runs on VMware vSphere) and accelerates data replication and file transfer applications over IP wide area networks (WAN) by 3 to 10 times (or more). HyperIP offers unmatched price/performance over narrow time windows and unlimited latencies while boosting performance of data replication/backup or other file transfer applications. HyperIP can also reduce bandwidth requirements by 60-90% when compression and sequence reduction features are used. All this translates into more data being sent over the same (or even smaller) WAN links, lowering the cost of bandwidth, equipment and support operations.

HyperIP supports WAN connections from 2 Mbps up to 800 Mbps per pair of virtual appliances. HyperIP delivers dramatic performance improvements over existing IP networks, high latency networks and is transparent to the accelerated applications. HyperIP can be easily implemented by installing a virtual machine on a virtual platform (such as VMware vSphere) on two ends of a network for proof of concept trials and production requirements. Supporting replication / backup and bulk file transfer requirements over a single IP network means less cost, less complexity and ease of maintenance for our customers.

HyperIP accelerates mission-critical, data replication and file transfer applications by providing critical performance advantages for:

- Remote replication & backup apps
- DR Services over cheaper IP links
- iSCSI SAN replication acceleration
- Accelerating VM migrations over the WAN
- Data center migrations and consolidations

NetEx/IP was designed and implemented to the International Standards Organizations Open Systems Interconnect (OSI) model in the early 1980s, NetEx/IP uses industry standard protocols (drivers) to provide connectivity between heterogeneous servers. Supported platforms include:

- Bull DPS 8000/90/9000
- HP 9000, Stratus Continuum 428/9
- HP AlphaServer
- HP Integrity

- HP NonStop S-Series (formally Tandem)
- IBM RS6000, pSeries
- IBM S390, xSeries
- Intel x86
- Stratus XA, /R, Continuum
- SUN Sparc (Oracle)
- Unisys Clearpath/Dorado

The NetEx/IP transport provides server connectivity to ESCON and Bus/Tag channels as well as IP connected local or wide area networks. The latest versions of NetEx/IP for IBM mainframes operate with IBM's Open Systems Adapter (OSA) and thereby no longer require channel adapter connectivity. NetEx/IP for Unisys Clearpath/Dorado systems no longer require ESCON channel connectivity and the transport protocol is now supported over native Ethernet connections.

NetEx/IP utilities such as Bulk File Transfer (BFX), Print File Transfer (PFX), USER-Access, eFT, or user written applications can leverage NetEx/IP for enhanced performance over industry standard infrastructures.

NetEx/IP offers performance advantages when moving large volumes of mission and time critical data transfers between data centers. Software versions of NetEx/IP transport and utilities provide open standards-based file transfer across heterogeneous servers including both distributed open-system and centralized mainframe environments.

HyperChannel Partner Program
The NetEx HyperChannel Partner Program was created as a framework for Value Added Resellers (VARs) to design and implement replication solutions that include HyperIP virtual appliance software as part of their virtual data center offerings. NetEx works closely with software vendors and storage manufacturers to qualify DR applications with HyperIP. These solutions enable our mutual customers to reduce their bandwidth requirements, improve data availability windows and simplify the storage DR requirements. The HyperChannel Partner Program also provides for opportunity exclusivity based upon deal registration through partner portals on the NetEx website.

Technology Partners
NetEx's Technology Partners are leading technology manufacturers who supply key hardware and software components for creating our high performance HyperIP and NetEx/IP solutions. By working together in design, testing, quality control and customer support, we insure that every NetEx solution performs as advertised and exceeds our customer's expectations.

These partners include: VMware, HP, IBM, Veeam Software, Unisys, Bus-Tech (now EMC), Sumisho Computer Systems (SCS) and others.

Channel Partners
NetEx's HyperChannel Resellers are experts in delivering turn-key storage solutions to their customers. NetEx recruits and trains resellers in order to insure that every NetEx HyperIP solution sold exceeds our customer's expectations.

Customers
NetEx customers range from small to medium business, mid-tier companies, and enterprise-class companies. These include government, financial services, airline, telecommunications, health care, real estate and many other industry segments across the globe. Customers have adopted NetEx solutions for many applications including: data warehousing, financial reporting, reservation processing, bill print, bulk file transfer, disaster recovery.

Indirect Sales and Service Locations
Atlanta, Georgia (US Sales)
Charlotte, North Carolina (US Sales)
Cincinnati, Ohio (US Sales)
Minneapolis, Minnesota (US Sales & Headquarters)
London, England, (UK & Europe Sales)
Melbourne, Australia (Australia & New Zealand Sales)
Philadelphia, Pennsylvania (US Sales)