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Managed Service Provider, Triangle, Selects NetEx for New Series of Cloud-based Storage Services

MINNEAPOLIS, Minn. – November 1, 2011 – Triangle, a leading Irish Managed Service Provider, has rolled out new cloud-based storage services that combines the performance and flexibility of the NetEx® HyperIP® WAN Optimization Virtual Appliance and the enterprise-class data protection of IBM Tivoli Storage Manager.

Triangle chose HyperIP with Tivoli Storage Manager because they are foundational tools for managed service providers (MSPs) building virtualized infrastructures to deploy cloud-based disaster recovery services. The solution enables MSPs to quickly add cloud-based services without heavy infrastructure startup costs.

Triangle's product offerings encompass a holistic virtualization environment and disaster recovery services that improves a customer's business processes. Combined, HyperIP and Tivoli Storage Manager lowers wide-area network (WAN) bandwidth costs and enables end users to complete their backup operations significantly faster. With Tivoli Storage Manager, Triangle reduced the backup windows over its WAN networks by 90 percent.

"Using HyperIP with IBM's Tivoli Storage Manager is a huge boost for our business as it gives our customers an extreme level of confidence and peace of mind that our disaster recovery solutions operates seamlessly to accelerate network data movement," said Richard O'Brien, Managing Director at Triangle.

"HyperIP has been a game changer for MSPs selling into the Tivoli Storage Manager ecosystem with a virtual WAN optimizer that significantly accelerates backup, recovery, replication and migration with no bandwidth or infrastructure upgrades required," said Robert MacIntyre, Vice President of Business Development and Marketing at NetEx. "The scalability of HyperIP with Tivoli Storage Manager makes the solution an ideal option for MSPs such as Triangle that are

building cloud infrastructures."

Triangle also chose HyperIP for its recent Ready for IBM Tivoli® validation. This IBM validation highlights the ability of HyperIP to seamlessly support enterprise-class, client-server data protection solutions and ensures that the solution has been fully tested and validated on the IBM Tivoli Storage manager platform.

Ready for IBM Tivoli is an exclusive IBM designation for validating the integration of Independent Software Vendor and/or Business Partner solutions with Tivoli systems management technology. HyperIP virtual WAN optimizer earned the Ready for IBM Tivoli validation by meeting all IBM specifications for integration with selected Tivoli product and technologies to provide end-to-end technology management functionality.

NetEx's HyperIP is a VMware Ready® virtual appliance that is ideal for moving large data sets across WANs securely, swiftly and seamlessly. Patent-pending technology accelerates data replication and file transfers by aggregating multiple applications over a shared connection, and mitigating network conditions that lead to poor application performance and throughput.

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About NetEx
NetEx has provided high-end networking tools for over 25 years to some of the world's largest and most sophisticated organizations. Today, NetEx focuses on virtual appliance-based WAN optimization software that is affordable and practical for solving WAN throughput issues for users, solution providers and IT service companies. The company is based in Minneapolis, MN. For more information about NetEx, visit www.netex.com or call +1-763-694-4300.

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