

**CONTACT CLIENT:**

Robert MacIntyre
NetEx
763-694-4300
bob.macintyre@netex.com

CONTACT AGENCY:

Mark Smith
JPR Communications
818-884-8282
marks@jprcom.com

NetEx HyperIP Improves DR Replication Performance, Bandwidth Usage for Leading Provider of Progressive Decision-Making Software Solutions

MINNEAPOLIS, Minn. – April 14, 2011 – [NetEx®](#), a leading company providing a virtual appliance WAN Optimization solution, today announced that Decision Lens, a leading provider of desktop and Web-based collaborative decision making software, has implemented the HyperIP virtual appliance to improve the performance of its SAN system's volume replication function to duplicate production system data to its cross-country disaster recovery site.

Decision Lens works with leading organizations to bring structure and quality to key decisions. Its comprehensive solutions manage the strategic alignment of goals and priorities with investments in people, projects, products and suppliers for a more accurate, repeatable and transplant process for decision making. The company was using SAN replication in an attempt to inexpensively duplicate its all Linux-based virtual machines in a VMware infrastructure cluster in Ashburn, Virginia to a DR site in Phoenix, Arizona. Latency issues created long replication times resulting in the DR site always being several hours out of sync with production.

“We discovered that the SAN replication on its own was ill-suited to the 80+ms latency of the cross-country trip across the public Internet,” said Peter Murray, Senior Manager of IT & Hosting at Decision Lens. “It would not make efficient use of the available bandwidth and would only move data at about 9Mb/s. Replication performance between the sites with HyperIP virtual appliance was greatly improved, so much so that we are rarely ever more than an hour out of sync at the DR site.

“We pay for bandwidth based on a 95th percentile average, so being able to control the bandwidth usage between the SAN systems has allowed us to recoup our annual investment in four months in bandwidth cost savings alone. NetEx’s HyperIP solution delivered exactly what was promised.”

Murray said that he liked the fact that there was no need for additional hardware – each end is served by a VM that lowers the cost of management – plus HyperIP leverages the built-in reliability of its own VMware cluster. Decision Lens is currently replicating two 1,500GB Dell EqualLogic SAN system volumes, as well as 500GB between the Linux backup systems. The company plans to expand its use of HyperIP as it scales the amount of data it synchronizes and as the number of worldwide locations grows.

"Decision Lens discovered what all of our customers have – that the HyperIP virtual appliance can significantly enhance their WAN replication performance by minimizing the effects of network disruptions for improved data replication across shared WAN connections,” said Robert MacIntyre, NetEx Vice President of Business Development and Marketing. “Deploying HyperIP to replicate data between a company’s storage system and a geographically dispersed DR site helps ensure that their business-critical information is protected and moved on time, every time. We are glad that Decision Lens was able to improve their replication performance and bandwidth usage by implementing HyperIP and we look forward to making data transfers extremely fast and secure in the future.”

NetEx’s award-winning HyperIP is a software-only, VMware 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. 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 Decision Lens

Decision Lens develops progressive [decision-making software solutions](#) that allow organizations to make complex decisions more effectively and efficiently. Our collaborative software platform structures decisions, quantifies intangible factors, and evaluates choices that enables organizations reach their goals.

Decision Lens improves the speed and quality of decision making, maximizes returns, and provides accountability and transparency for how decisions are made.

For more information, contact Decision Lens at 703-399-2110 or visit www.decisionlens.com

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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