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NetEx Participates in Technology Panel Discussion at Veeam Kickoff

Presentation a continuation of partnership that addresses the challenges of varying network configurations, conditions that can be common in virtualization, cloud computing environments

MINNEAPOLIS, Minn. – January 14, 2011 – NetEx®, the first company to provide a software only WAN Optimization solution, today announced that it recently participated in a technology panel discussion for Veeam Software's worldwide sales/SE teams and executive management at the Veeam Sales Kickoff meeting in Atlanta, Georgia during the week of January 10th, 2011.

NetEx Director of Channel Sales Mike Ascher addressed attendees about the challenges of varying network configurations and conditions that are common in virtualization and cloud computing environments and how the joint efforts of NetEx and Veeam help minimize the effects of packet loss, latency and jitter to ensure the performance and reliability of VMware data protection and disaster recovery.

"We have seen tremendous interest in the virtualization community for optimization solutions that can help minimize issues with data moving from virtual machine to virtual machine," said Ascher. "By joining with Veeam to deliver a joint solution that hits these challenges head on, we've been able to significantly improve network conditions that could hamper even the best backup and replication software. We value our partnership with Veeam in helping improve the overall VMware environment and are pleased to have been asked to participate in this year's Veeam Kickoff."

NetEx and Veeam have partnered to supply free HyperIP® software to customers who license Veeam Backup & Replication for VMware. Qualified Veeam users receive two free one-year subscriptions to the 2Mb/s HyperIP (VM edition), a virtual appliance that improves the performance of moving large amounts of data across a WAN. NetEx and Veeam have also developed joint support materials and technical resources, such as end user documentation and training, in a collaborative effort to improve virtual datacenter environments.

"We are pleased that NetEx could join us at the Veeam Sales Kickoff to further enlighten our entire team about the benefits of using their WAN Optimization software in conjunction with Veeam Backup & Replication," said Carrie Reber, VP Worldwide Marketing, Veeam Software. "Our partnership in offering customers free use of HyperIP has been successful in improving overall virtualization deployments. As more and more organizations turn to virtualized infrastructures, the importance of optimizing data moving through that environment continues to be among the most important issues to address."

Independent, third-party research by TechValidate shows that NetEx is able to accelerate and optimize industry-leading replication applications, such as Veeam, to replicate vast amounts of critical information using common Ethernet and TCP/IP networks over unlimited distance. TechValidate's findings indicate that customers who deploy HyperIP for replication, backup, recovery and data center migrations can trust NetEx to ensure that they are making the most effective use of WAN bandwidth to meet production time windows. Full product research about NetEx HyperIP, including charts, case studies and tech facts, is available at http://www.techvalidate.com/product-research/netex-hyperip.

Veeam Backup & Replication is the first enterprise-ready solution that combines backup and replication in a single product for fast recovery in VMware ESX and ESXi environments, delivering near continuous data protection (CDP) at a cost that is 80 percent lower than traditional CDP. Veeam Backup & Replication combines the power of virtualization and the innovation of Veeam to provide Virtualized-Powered Data Protection, or vPower. Veeam's patent-pending technology enables instant VM recovery, universal application-item recovery and automated recovery verification.

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 Veeam Software

Veeam Software, an Elite VMware Technology Alliance Partner and member of the VMware Ready Management program, develops innovative software to manage VMware vSphere 4 and VMware Infrastructure 3. Veeam vPower™ provides advanced Virtualization-Powered Data Protection™ and is the underlying technology in Veeam Backup & Replication™, the #1 solution for VMware backup. Veeam ONE™ provides a single solution for managing the performance, configuration and utilization of VMware environments and includes: Veeam Reporter™ for capacity planning, change management, and reporting and chargeback; Veeam Business View™ for business categorization of the VMware environment; and a choice of monitoring options including the nworks Management Pack™ for Microsoft System Center, the nworks Smart Plug-in™ for HP Operations Manager, and Veeam Monitor™. Learn more about Veeam Software by visiting www.veeam.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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