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**NetEx and Veeam Software partner to provide free WAN optimization software for new Veeam Backup & Replication customers**

MINNEAPOLIS, Minn. and COLUMBUS, Ohio – August 24, 2010 – [NetEx®](#), the leader in WAN optimization software, and [Veeam](#) Software, innovative provider of [data protection](#), [disaster recovery](#) and systems [management solutions for VMware](#) virtual datacenter environments, announced today they will partner to supply free HyperIP® software to customers who license Veeam Backup & Replication for VMware.

This exclusive agreement entitles Veeam users to a free one-year subscription to the 2Mb/s HyperIP (VM edition), a virtual appliance that improves the performance of moving large amounts of data across a WAN. Solution provider partners will be given the opportunity to deploy HyperIP with Veeam Backup & Replication beginning immediately. New customers who license Veeam Backup & Replication after July 1, 2010 are eligible for two complimentary 2Mb/s one-year subscriptions of HyperIP. The program will be available through July 2011.

The partnership addresses the challenges of varying network configurations and conditions that can be common in virtualization and cloud computing environments, including packet loss, latency, and jitter.

“NetEx and Veeam have a common goal of ensuring performance and reliability of VMware data protection and disaster recovery,” said Ratmir Timashev, Veeam President and CEO. “We know that no matter how good the backup and replication software, network conditions can

sometimes result in less-than-ideal results for customers, so we are happy that NetEx will provide its software-based WAN optimization solution to our customers in this exclusive free offer.”

“Time and time again, we have proven how HyperIP extends the functionality of VMware, and Veeam’s backup and replication product provides an excellent platform for demonstrating this to a new market,” said Robert MacIntyre, Vice President, Business Development and Marketing at NetEx. “When data, or virtual systems, must be transferred between locations as in a DR test scenario, users will find that HyperIP delivers a significant performance boost.”

NetEx and Veeam will collaborate in the development of joint support materials and technical resources, such as end user documentation and training.

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.

### **About Veeam Software**

Veeam Software, a premier-level 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](http://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 Woodgroup, VISA, U.S. DoD, BP, Telstra, NTT, Royal Bank of Scotland Group, Lloyds TSB, NDC Health, IRS, and many others. 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](http://www.netex.com) or call +1-763-694-4300. Follow Netex:

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