



For immediate release

EXPAND NETWORKS SIGNS UPTIME FOR APAC DISTRIBUTION

Sydney, 24 May 2007 – Resellers wanting to offer Expand Networks' WAN Optimisation products now also get Uptime Distribution's (Uptime) skilled engineers, sales and marketing support and assistance in winning tenders thanks to a new APAC distribution agreement.

Uptime, a true high value-add and indirect distributor and Expand, the pioneers of WAN Optimisation, today announced the new master distribution deal which makes it the first time that an Expand APAC agreement has ever been signed locally.

Australian resellers of all sizes can now get the full range of Expand products through Uptime, as well as leverage the distributor's extensive channel friendly partner programs as part of the same service:

- end user lead generation for reseller partners
- pre-sales consulting, scoping and advice;
- end user & channel partner onsite training and demonstrations;
- 24/7 service & support desk;
- onsite engineering;
- dedicated tender response team;
- demo center facilities for partners and their end users

Steve O'Brien, Vice President Asia Pacific, Expand Networks said Uptime Distribution's proven ability to seamlessly extend these services to resellers was the critical factor behind its decision:

"Uptime Distribution Asia Pacific team is unique insofar as it can take complex solutions to resellers and not only help them sell it, but implement it and maintain it with the same care and expertise as us. By signing Uptime, we've essentially given each reseller an extended sales, service and support team that will ensure their success with Expand.



“We’ve seen how this has helped other Uptime vendors grow. We’ve seen how this has helped resellers without intruding on their business. We’re excited to see how this will help accelerate Expand’s growth in this region.”

Tony Geagea, Managing Director, Uptime Distribution said:

“Since its inception, Uptime Distribution has worked tirelessly to empower resellers to stand out in a competitive and developing unified communications market. By making an investment in our own engineers and business and extending this to resellers, we’ve developed the most highly capable, motivated and savvy channel in this field.

“We are thrilled to be working with Expand Networks and feel their business is a perfect fit for us, and our channel. The Uptime team is absolutely committed to helping Expand grow in Australia first then across APAC, ensuring our channel grows simultaneously.”

Over the next three months, Uptime Distribution will embark on an extensive, customised reseller partner program including Expand solution training, sales and marketing support and internal infrastructure for demo and in house testing.

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About Uptime Distribution: Uptime Distribution is a true value-add distributor that presents channel partners with a low risk flexible engagement model, immediately expanding their capabilities. By specialising in providing significant value above procurement and supply, Uptime Distribution effectively bridges the gap between procurement and solution delivering increased value to channel partners and their end users.

www.uptimedistribution.com.au

About Expand Networks: Expand Networks is a technology company that helped pioneer the Wide Area Network (WAN) Optimisation market. Founded in 1998, Expand Networks has grown to be the leading provider of Application Acceleration solutions over the WAN with 1400+ customers and over 27,000 units installed globally. Expand Networks understands how applications perform over Wide Area Networks uniquely positioning it to assist clients define the right approach to improving productivity with the changing needs of the business.

For more information or an interview, please contact:

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