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VEEAM ANNOUNCES 2010 PROPARTNER OF THE YEAR AWARD WINNERS
Inaugural Awards Honor Top Partners Globally and Regionally

Columbus, Ohio, March 16, 2011 – Veeam Software, innovative provider of [VMware data protection](#), [disaster recovery](#) and [VMware management](#) solutions for virtual datacenter environments, today announced the first Veeam ProPartner of the Year Award winners.

“Veeam’s business is 100 percent channel-driven, which means our partners play a crucial role in our success,” said Ratmir Timashev, Veeam President and CEO. “The 2010 ProPartner of the Year Awards honor channel partners whose expertise in virtualization initiatives and best-of-breed solutions exceed customer expectations. They serve as trusted advisors to our mutual customers because they understand each one’s unique business needs and how Veeam’s solutions align to provide value.”

Veeam’s 2010 ProPartner of the Year Award winners were determined globally and regionally. Growth ProPartners of the Year showed the most dramatic increase in Veeam revenue and growth as a percentage of their business. Reseller ProPartners of the Year demonstrated value in many ways, including commitment, expertise in Veeam products and overall growth in the partner relationship. Rookie ProPartners of the Year were new partners in 2010 who got off to an especially fast start with Veeam.

Global Award Winners

- Reseller ProPartner of the Year: Dell
- Distributor ProPartner of the Year: Magirus

Regional Award Winners

Americas (overall)

- Distributor of the Year: Lifeboat Distribution

United States – Central

- Growth ProPartner of the Year: Trivalent Group
- Reseller ProPartner of the Year: Netwave Corporation
- Rookie ProPartner of the Year: Secant Technologies

United States – Northeast

- Growth ProPartner of the Year: F3 Technology Partners
- Reseller ProPartner of the Year: SMP
- Rookie ProPartner of the Year: Cambridge Computer

United States – Southeast

- Growth ProPartner of the Year: Prosys
- Reseller ProPartner of the Year: VeriStor
- Rookie ProPartner of the Year: Forsythe Technology

United States – Southwest

- Growth ProPartner of the Year: AOS
- Reseller ProPartner of the Year: The Broadleaf Group
- Rookie ProPartner of the Year: Interworks

United States – West

- Growth ProPartner of the Year: Entisys Solutions and Agile360
- Reseller ProPartner of the Year: IVOXY Consulting
- Rookie ProPartner of the Year: AMS.NET

United States – Federal

- Growth ProPartner of the Year: Dell
- Reseller ProPartner of the Year: FCN Technology Solutions
- Rookie ProPartner of the Year: Norseman Defense Technologies

Asia

- Growth ProPartner of the Year: N-able (Pvt.) Ltd. (Sri Lanka)
- Reseller ProPartner of the Year: Climb Inc. (Japan)
- Rookie ProPartner of the Year: OpenVision Co., Ltd. (Thailand)

Pacific

- Growth ProPartner of the Year: Insight (Australia)
- Reseller ProPartner of the Year: Dell (Australia)
- Rookie ProPartner of the Year: BEarena Pty Ltd (Australia)

Europe, Middle East and Africa (EMEA overall)

- Growth ProPartner of the Year: Atea Sverige AB (Sweden)
- Reseller ProPartner of the Year: Bechtle (Germany)
- Distributor of the Year: Amosdec (France)

EMEA – Central

- Growth ProPartner of the Year: Dell (Germany)
- Reseller ProPartner of the Year: INSERTO AG (Switzerland)
- Distributor of the Year: Tech Data Azlan GmbH & Co. OHG (Germany)

EMEA – Northern

- Growth ProPartner of the Year: Kelway (UK)
- Reseller ProPartner of the Year: PC-WARE (Netherlands)
- Distributor of the Year: Workgroup (South Africa)

EMEA – Southern

- Growth ProPartner of the Year: SCC (France)
- Reseller ProPartner of the Year: Ermestel (Spain)
- Distributor of the Year: Magirus (Spain)

About Veeam Software

Veeam Software, an Elite [VMware Technology Alliance Partner](#), develops innovative software to [manage VMware vSphere](#)[®]. [Veeam vPower](#)[™] provides advanced [Virtualization-Powered Data Protection](#)[™] and is the underlying technology in Veeam Backup & Replication[™]. [Veeam ONE](#)[™] provides a single solution to optimize the performance, configuration and utilization of VMware environments and includes: Veeam Reporter[™] - [VMware capacity planning](#), change management, and reporting and chargeback; Veeam Business View[™] - [VMware business service management](#) and categorization; and a choice of VMware monitoring options including the nworks Management Pack[™] - [VMware management in Microsoft System Center](#), the nworks Smart Plug-in[™] - [VMware management in HP Operations Manager](#), and Veeam Monitor[™] - framework-independent [VMware monitoring](#). Learn more about Veeam Software by visiting www.veeam.com.

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