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Astute Networks and Tech Data Sign U.S. Distribution Agreement to Deliver Networked Performance Flash™ for VMware Environments

Partnership combines advanced patented technology and channel leadership for virtualization and cloud deployments

SAN DIEGO, Calif. – August 15, 2011 – [Astute Networks](#), today announced it has signed a strategic distribution agreement with [Tech Data Corporation](#) ([NasdaqGS: TECD](#)) to extend access of its [ViSX G3™](#) solution to businesses across the U.S. ViSX G3 is a turnkey solution for VMware infrastructure that accelerates server and desktop virtualization by delivering performance-optimized flash memory to virtual machines (VMs) over standard local area networks. Astute Networks will leverage Tech Data's extensive VMware technical and business expertise, innovative marketing resources and broad customer base to drive sales of this new solution.

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The ViSX flash-based product line is now available to Tech Data's solution providers in North America as part of its Advanced Infrastructure Solutions Group (AIS). AIS combines a high-touch, consultative sales approach and extensive technical expertise in VMware environments to help partners capitalize on the demand for virtualization solutions from the desktop to the data center to the cloud.

"As organizations of all sizes are increasingly turning to virtualization as a primary way to increase efficiency and reduce costs, our partners are looking for innovative ways to help their customers cost-effectively eliminate performance latency in virtualization environments," said Amy Belcher, vice president, Virtualization and Storage Product Marketing at Tech Data. "ViSX is a simple, one-of-a-kind solution that eliminates bottlenecks enabling wider adoption of virtualization and gives our partners an essential and profitable tool for accelerating performance in every virtualized environment."

“Tech Data is a world class organization. Partnering with them enables us to expand our reach to far more resellers and to scale more aggressively and at higher velocity,” said Steve Topper, president and CEO of Astute Networks. “ViSX G3 is the first solution to bring the cost of flash memory down to levels where it can be widely deployed in virtual environments over Ethernet - the most pervasively deployed networks.”

“Tech Data has the most advanced, highly trained channel ecosystem for virtualization with more than 500 certified VMware professionals serving the market,” said Steve Houck, senior vice president of worldwide sales for Astute Networks. “Our partnership with Tech Data underscores the value our technology delivers for accelerating VMware environments and the significant opportunity it presents to solution providers by helping their customers’ address new challenges such as the virtualization journey to the cloud.”

According to Storage Strategies NOW Senior Analyst Jim Bagley, “Virtualization discussions have traditionally focused on technology and have evolved to show real business advantages encompassing efficiency and measurable ROI. With ViSX, channel partners can demonstrate tangible before and after performance benefits to their customers, to help them clearly see the productivity gains and cost savings they will receive by using a solution that properly addresses and solves the pain points currently limiting the wide-spread deployment of virtualization.”

ViSX G3 delivers optimal network-based flash performance. Powered by Astute’s patented [DataPump Engine™](#) which accelerates network traffic (TCP/IP), virtualized data store traffic (iSCSI), flash performance and multi-level RAID data protection, ViSX removes performance obstacles and enables organizations to virtualize key applications with sustained performance.

The ViSX G3 will be available to order through Tech Data on September 15, 2011. Get an advance preview of the ViSX G3 at VMworld at the Venetian Las Vegas, August 29 – September 1, 2011 in The New Innovator Pavilion Booth 171A.

About Tech Data

Tech Data Corporation is one of the world’s largest wholesale distributors of technology products, services and solutions. Its advanced logistics capabilities and value added services

enable 125,000 resellers in more than 100 countries to efficiently and cost effectively support the diverse technology needs of end users. Tech Data generated \$24.4 billion in net sales for the fiscal year ended January 31, 2011, and is ranked 109th on the Fortune 500®. To learn more, visit www.techdata.com.

About Astute Networks

Astute Networks Inc. is the performance-centric innovator of patented networked performance flash technologies for virtualized infrastructures, delivering unmatched price/performance/power metrics that are essential components of successful virtualization deployments. For more information on Astute Networks visit www.astutenetworks.com or call BUY ViSX: 855-289-8479. To view the latest blog post, "Making Good on the Promises of Virtualization," [click here](#).

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