

Press Release 18 December 2009

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**TECHACCESS BECOMES IPANEMA'S FIRST VALUE ADDED DISTRIBUTOR IN THE NETHERLANDS**

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PARIS-France-18 Dec. 2009 – [Ipanema Technologies](#), the leader in integrated [Application-Performance Management](#) solutions, and [TechAccess](#), value-added distributor of network-optimization services, security, VoIP and Storage solutions, announced today the signature of a distribution contract in the Netherlands.

The maturity of the WAN optimization market and the increasing demand from companies for these technologies has led Ipanema to shift the emphasis of their business strategy and henceforth to use the value-added distribution channel.

Ipanema's business strategy is based on [telcos and managed service providers](#) on the one hand, and [value-added distributors](#) and [network integrators](#) on the other.

Over the years [TechAccess](#) has gained solid expertise in WAN optimization technologies. They are now a key component in this market, which requires a high level of technical support.

They have naturally become the first [value-added distributor](#) of Ipanema solutions in the Netherlands. [TechAccess](#) will make its expertise available to its entire network of integrators and resellers. This will be achieved through its highly value added services: pre-sales, training, design, support, and telesales. By offering these services, [TechAccess](#) will ensure the promotion of Ipanema's solutions across the entire Dutch market.

The partnership with [TechAccess](#) will enable Ipanema to support its strong growth – over 30% per year – and to meet the exponential demand for application-performance guarantees over the WAN.

*“TechAccess has emerged as the obvious partner to support our growth in The Netherlands. The technical and commercial synergy created by our partnership is truly remarkable. By joining forces with TechAccess, we allow network integrators and resellers the means to increase their offer to clients, and deliver to the enterprises the WAN application performance guarantees they*

*need under all circumstances.”* comments Brecht Seurinck, Country Manager for the Benelux at Ipanema Technologies.

*“Ipanema has developed a truly innovative technology and positioned itself as a major actor of the WAN optimization and application-performance management market. We will replace Exinda’s solutions with Ipanema’s solutions in our business portfolio to better answer to the current enterprises’ requirements: dynamically aligning their network with their business objectives.”* Stated Berry Van Waayenburg, General Manager at TechAccess.

### [Ipanema Technologies](#)

Ipanema develops next-generation solutions enabling any large enterprise to have full control over their global network. Ipanema’s unique patented technology guarantees business application performance for each user, no matter where or when. We simplify network operations. We reduce costs. In a nutshell, we guarantee critical application performance and make a 1000 site network feel like one.

Ipanema is used extensively by many large telecom operators as well as by large multinationals across all market segments, including banking and finance, public sector, energy, pharmaceuticals, automotive, IT and others.

### [TechAccess](#)

TechAccess is a Value Added Distributor with a sales, marketing and professional services organisation delivering high value Networking, Security, VoIP and Storage solutions to the reseller market.

These high value products and solutions are supported by a complete service portfolio to support the reseller channel at the end user premises if necessary.

TechAccess consists of 19 people with management, sales and technical skills with a combined experience of more than 50 years in this market.

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