

# Yosemite Technologies Partners with Ingram Micro Switzerland

Submitted by: Yosemite Technologies

Monday, 8 September 2003

---

Yosemite Expands Already Strong Relationship with Ingram Micro into Europe with Recent Signing of Distribution Agreement with Ingram Switzerland.

Fresno, Calif. – September 1, 2003 – Yosemite Technologies, a leading developer of multi-platform backup and recovery software solutions today announced a distribution partnership with Ingram Micro, Switzerland, a subsidiary of Ingram Micro Inc. (NYSE: IM), the largest global provider of technology products and supply chain management.

Yosemite's recent partnership with Ingram Micro Canada coupled with this latest distribution partnership in Europe strengthens the companies' relationship worldwide. Sales of TapeWare® software products increased over 900% in 2002 in the United States with Ingram Micro Inc. The partnership with Ingram Switzerland plays a key role in expanding Yosemite's presence in the Central European market.

Yosemite's flagship product TapeWare, gives administrators the ability to customize data protection solutions that support desktop, workgroup and enterprise environments. It protects against data loss and file corruption, while ensuring rapid recovery from disk or system failure. With the ability to support cross-platform backup environments, TapeWare is an easy-to-use and cost-effective solution to ensure complete data protection.

"Partnering with Ingram Switzerland enables Yosemite to work with a market leader in a region where customers demand good value and high quality products. This makes the Yosemite/Ingram partnership a logical choice and provides customers with the solution they deserve," said James Forbes-May, director of EMEA Sales at Yosemite Technologies. "The addition of Ingram in Switzerland further strengthens Yosemite's position in the European market and provides us with the opportunity to replicate the phenomenal growth rates experienced with Ingram Micro in North America."

"Continuing to build upon our reputation for providing our customers with the best products available, Yosemite's TapeWare 7 is a high performance, easy to use, reliable data protection solution for small-to-medium businesses," said Jörg Ambühl, business manager of software at Ingram Micro Switzerland. "Ingram Micro's strong partner network enables Yosemite to reach this market very effectively."

For more information about Yosemite Technologies and its products, please visit the company's Web site at [www.yosemitetechnologies.com](http://www.yosemitetechnologies.com).

## About Yosemite Technologies

Yosemite Technologies, Inc., the makers of TapeWare, is the number one worldwide provider of OEM tape drive bundled backup software solutions. Based in Fresno, California, Yosemite designs, develops, supports and markets high-performance, multi-platform recovery and backup solutions for the small-to-medium enterprise (SME) marketplace. With offices in North America, Europe and Asia/Pacific, Yosemite is making its mark in the worldwide storage industry. By partnering with leading tape drive manufacturers to provide bundled software and using indirect sales channels, Yosemite is rapidly becoming

an industry powerhouse.

Founded in 1996, Yosemite is a privately held company committed to providing the industry's best backup and storage solutions for SMEs. Their philosophy of "Backup Simplified" offers enterprise class solutions that are simple enough for the most non-technical small business users. To learn more, visit [www.yosemitetechnologies.com](http://www.yosemitetechnologies.com).

About Ingram Micro Inc.

As the world's leading wholesale provider of technology products and supply chain services, Ingram Micro is the best way to get technology from the people who make it to the people who use it. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

INGRAM MICRO AG Switzerland, a subsidiary of Ingram Micro Inc. specialize in the distribution of Server- und Network products with a complete offering for Swiss Dealers. We carry the products of the leading Hard and software houses worldwide. Our efficient logistics enable us to provide a very reasonable price/service offering.

TapeWare and Yosemite Technologies are registered trademarks of Yosemite Technologies, Inc.

Contact:

[emeateamtapeware@tapeware.com](mailto:emeateamtapeware@tapeware.com)