

# SteelEye Technology expands European operations

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## SteelEye Technology expands European operations

With the creation of Competence and Support Centers in France, Nordic Region and the United Kingdom to provide local time-zone and language training, services and support for customers and partners.

Palo Alto, CA – 27th July 2005 – SteelEye Technology, an innovator in data and application availability management for Linux and Windows, today announces the establishment of three additional SteelEye Competence and Support Centers throughout Europe. The centers located in Paris, Helsinki and Birmingham join the initial Center in Dresden, Germany to provide front line technical support and product training for SteelEye LifeKeeper users and value added resellers within their respective territories.

“Our first center has proved very popular with customers in German-speaking countries and we felt it was time to expand the offer in other areas. As our user base in France, the Nordic and Baltic region and the United Kingdom grows, the need to provide local services has increased. The SteelEye Partners we have chosen to host our Competence and Support Centers have excellent knowledge of the LifeKeeper solutions for disaster recovery, high availability clustering and data protection. They will serve our customers very well,” said John Banfield, Director of Europe, Middle East and Africa Sales for SteelEye Technology.

Marc Triboulet, President of Non Stop Systems states, “We have a growing customer base for LifeKeeper-based solutions within France and we see this as an important step to ensure our customers and partners have direct access to expertise for designing and implementing solutions.”

“With increased deployment of SteelEye LifeKeeper for enterprise applications within the Nordic, Baltic and CIS countries, there is more and more demand for support in local language and local time. We are delighted to extend our business relationship to continue to provide excellent support to our customers and partners in this region,” said Marko Lehtimaki, Commercial Director for Nordicism Limited.

“Open Minds has been a Distributor of LifeKeeper solutions for over six years and we are pleased to leverage our expertise to now include hosting the SteelEye Support and Competence Center for the United Kingdom and Ireland,” commented Shobana Patel, Managing Director for Open Minds.

### About Non-Stop Systems

Non-Stop Systems ([www.nonstop.fr](http://www.nonstop.fr)) is a French computer consulting company specializing in the implementation of high availability and fault tolerance systems for Intel-based servers. For three years, NON STOP Systems has been working with the main vendors of the high availability market, to define new architectures that support business-critical systems and applications.

### About Nordicism

Nordicism ([www.nordicism.com](http://www.nordicism.com)) is a value-added distributor of SteelEye LifeKeeper high availability clustering solutions. Nordicism offices are located in Finland, Denmark and Norway. The principle is to

serve end-customers in close cooperation with major system integrators and hardware vendors across Scandinavia, Baltic countries and CIS countries.

#### About OpenMinds

With a strong team of Technical Consultants who have an average of six years experience in successfully implementing and supporting SteelEye's LifeKeeper solutions throughout the world, Open Minds ([www.openminds.co.uk](http://www.openminds.co.uk)) is the UK and Ireland distributor for LifeKeeper. Open Minds partners with VARs, Software Houses and Systems Integrators to provide a full technical backup including the pre-sales, installation services and support required to fully implement a high-availability solution on Linux, Windows NT and Solaris.

#### About SteelEye Technology

SteelEye ([www.SteelEye.com](http://www.SteelEye.com)) is the leading provider of data and application availability management solutions for business continuity and disaster recovery for Linux and Windows.

The SteelEye LifeKeeper family of application-focused data replication, high availability clustering and disaster recovery solutions are easy to deploy and operate, enabling enterprises of all sizes to ensure continuous availability of business-critical applications, servers and data.

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