

Ipswitch Network Management Division Signs 100th UK Reseller

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Grant McGregor Offers WhatsUp Gold to Expanding Customer Base

London, UK 22 MAY 2012 – Ipswitch Network Management Division, developer of the WhatsUp Gold suite of innovative IT management software (<http://www.whatsupgold.com/>), today announced that it has signed its 100th channel partner in the UK, just over a year since the launch of its new channel partner programme. Edinburgh based Grant McGregor, provider of corporate-quality IT expertise and network computer support services (<http://www.grantmcgregor.co.uk/>) is the 100th reseller.

Ipswitch Network Management Division's channel programme provides partners with clear communication channels and technical support, coupled with first-class marketing support and initiatives that provide Ipswitch's UK channel with ample opportunities to capitalise on market drivers and demands. Since revamping (<http://www.whatsupgold.com/resources/pressDetail.aspx?id=120>) the channel programme in 2011, Ipswitch Network Management Division has clearer partner categorisation with accreditation levels of Gold, Silver and Authorised partners.

Grant McGregor joins the Ipswitch Network Management Division's channel programme as a silver partner and will bolster the line up of seven Gold, 15 Silver and 78 Authorised partners. Grant McGregor is capable of serving as its client's entire IT department with support, project and IT consultancy services. The addition of WhatsUp Gold to its range of products enables Grant McGregor to provide technical prowess in delivering enterprise level service, regardless of the organisation size.

"Ipswitch Network Management Division's suite of solutions was something that we felt would perfectly complement our existing portfolio of products. This accompanied by the comprehensive and mature approach of the programme made it really attractive to us," says Grant McGregor director Jon Towers. "WhatsUp Gold delivers real, tangible benefits to the end user and is capable of monitoring the physical network as well as the virtualised environment through the various plug-ins. We are delighted to be working with Ipswitch Network Management Division and will look to introduce WhatsUp Gold to our ever expanding customer base."

The Ipswitch Network Management Division channel programme is designed to facilitate the company's engagement with customers and prospects on a local and international level by providing a host of partner benefits such as an extensive partner portal, streamlined deal registration processes, market-leading margins, a plethora of sales and marketing resources, extensive updated training certification programmes and a wealth of exclusive channel promotions.

"We have been growing our channel programme harmoniously in the UK for the past 12 months and are delighted to have Grant McGregor become our 100th reseller in the UK," says Ipswitch Network Management Division channel sales manager, UK, Steve Demianyk. "Our channel is our core route to market in the UK and as such we are always looking to work with partners that are able to provide customers with support and best-in-class solutions. We look forward to working with Grant McGregor and will look to extend our partner programme further in the UK."

About the Network Management Division of Ipswitch, Inc.

The Network Management Division of Ipswitch, Inc. is the developer of the WhatsUp Gold suite of innovative IT management software. WhatsUp Gold is deployed on over 100,000 networks worldwide and delivers comprehensive network, system, application and event log monitoring and management solutions for small and medium businesses and enterprises. The award winning solution supports a wide range of IT management tasks including automated discovery, mapping, real-time monitoring, alerting, troubleshooting and reporting.

Founded in 1991, Ipswitch, Inc. is headquartered in Lexington, Massachusetts, and has offices in Atlanta and Augusta, Georgia and Madison, Wisconsin, as well as its European headquarters in Amsterdam, The Netherlands. Ipswitch sells its products through distributors, resellers and OEMs worldwide.

To learn more about WhatsUp Gold, please visit:
<http://www.whatsupgold.com/products/download/>

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