

Force10 Networks picks Zycko as its first UK distributor

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Zycko, the value-added distributor of best-in-class convergent IT solutions, has teamed up with Force10 Networks as their first UK distributor.

Force10 Networks, the pioneer in building and securing reliable, high performance networks, fits perfectly into Zycko's open-standard award winning solution strategy.

David Galton-Fenzi, Zycko's Group Sales Director, said: "We are pleased to announce our new partnership with Force10, adding an excellent product set to our already exciting portfolio. Force10 really is a market leader delivering more for less right now – more performance and more density, but less power, less heat, less space and less cost of ownership. Force10 complements both Zycko's product strategy and our existing data centre environmental story."

Zycko and Force10 aim to target a wider reseller base through the introduction of a new product, the C150 resilient switch, which delivers the reliability, network control and scalability that enterprises require to support existing business critical applications today as well as emerging applications in the future. Partnering with Zycko will enable Force10 to offer immediate value add to resellers, including professional services, needs analysis, system design and specification as well as installation and testing support.

Andrew Stewart, Vice President of Worldwide Channel Operations, at Force10 Networks, said: "There is a natural synergy between Zycko and Force10 in how we see the data centre and the value we can bring. As enterprises increasingly look to advanced technologies like virtualization to reduce cost and power consumption, it is important to have a partner that can simplify the deployment process."

Zycko and Force10 are also pleased to announce they are hosting Velocity – a seminar to highlight Force10 in the UK to both existing and new resellers. The seminar will focus on best practices for deploying virtualised data centre environments and consolidating applications while optimizing power efficiency. Velocity will take place on May 7 at 10 am at the Institute of Directors (IoD) City Centre, New Broad Street, London.

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About Velocity:

The seminar is designed to provide resellers with the information they need to provide advanced data centre solutions. Force10 will highlight 10 Gigabit Ethernet as a crucial technology for implementing data centre technologies such as virtualization and service-oriented architectures. Force10 will also explore techniques that can be used to improve eco-efficiency throughout the IT infrastructure. Zycko will detail the advantages it provides to resellers as a distributor, including network design, proof of concept and needs analysis.

For more information visit

About Zycko:

Zycko is a value-add distributor of best-in-class convergent IT infrastructure solutions through a channel of resellers, systems integrators and service providers.

Zycko is privately held and has been profitable since inception in 2000, when the company's original charter was to market data networking accessories to resellers as a wholesale distributor. Zycko now employs over 250 staff, serving over 3,000 resellers around the world from eleven offices on four continents. The company enjoys an annual turnover of more than \$180m.

Zycko's provision of best-in-class IT products and logistics management is supported by true value-add professional services - such as pre-sales expertise, technical support, custom configuration, an industry leading accredited training program, and marketing support. These vital services and support enable our customers to quickly deliver profits and invest in new market opportunities, allowing them to differentiate in a crowded market. Zycko is the channel partner of choice.

Zycko's strategic partner base includes world-class companies such as Avago, Asigra, Diligent, Edgewater, Epicenter, Exagrid, Hitachi Data Systems, Intransa, Isilon, LignUp, LSI, ONStor, PowerDsine, SANRAD, Riverbed, USystems.

For more information visit www.zycko.com

About Force10 Networks:

Force10 Networks is the pioneer in building and securing reliable, high performance networks. With its no compromise approach to networking and advances in high density Gigabit and 10 Gigabit Ethernet switching, routing and security, Force10 delivers the innovative technologies that allow customers to transform their networks into strategic assets at the lowest total cost of ownership.

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For more information visit www.force10networks.com

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