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## **NEVEX Virtual Technologies launches Channel Partnership Program**

**Program offers easy add-on sales of performance-enhancing software with attractive margins to  
VARs deploying SSD/Flash in VM and physical server environments**

*Early Adopter program offers special pricing and generous incentives*

**Toronto, November 22, 2011**—NEVEX Virtual Technologies, a Toronto-based software developer of NEVEX CacheWorks, an application-optimized caching solution, today announced the launch of its Channel Partnership Program.

Over the next six months, NEVEX will be offering channel membership to VARs that specialize in database optimization, virtualization, enterprise applications, storage, and server infrastructure. Customized collateral will position NEVEX VARs as specialists in their field. An Early Adopter Program, available now through to end-Q4, includes special pricing and generous incentives.

IndustryBuilt, an ERP provider whose customer base includes midsize manufacturers and distributors with large and complex data intensive environments, was one of the first VARs to sign up for the Early Adopter Program. "NEVEX CacheWorks offers an ideal opportunity to expand our service offerings to our large ERP, CRM and SharePoint client base. We are bundling CacheWorks into our overall package of products and services," said Dan Oughton, CTO of IndustryBuilt. "Their technical team has worked together for over twenty years. As a result, they have amassed an enviable knowledge base and are able to offer us a high level of back-end technical support. Always willing to go the extra mile, NEVEX allows us to exceed our customers' expectations."

"I/O has been causing havoc with application performance and impacting productivity for years but fundamental changes are occurring now that will forever change the way data is stored. One such innovation is NEVEX CacheWorks," said Arun Taneja, Founder, President and Consultant Analyst for The Taneja Group. "Using a powerful combination of SSD/Flash and DRAM to cache active data on the server, CacheWorks puts the administrator in the driver's seat, allowing them to decide which data is most critical to the organization's success and then with great precision, select the application that needs to be accelerated. This is dessert for application performance."

"CacheWorks solves a frustrating IT and business-sapping productivity problem – poor application performance," said Nigel Miller, VP of Business Development at NEVEX. "Simply put, we offer VARs a path to drive new business and grow revenue. Our software can be bundled into their product or service offering, is easy to install and fast to generate results. And because CacheWorks is totally hardware agnostic, the software can be integrated with any SSD/Flash and server hardware, allowing our VARs to seek out vendors that offer the best pricing. CacheWorks delivers great value and benefits, making our channel program an attractive proposition for them."

General information about the NEVEX Channel Partnership Program is posted on <http://www.nevex.com/partners>. For a more extensive one-on-one discussion on the benefits of the Early Adopter program, please contact NEVEX Business Development, at [partners@nevex.com](mailto:partners@nevex.com).

#### **About NEVEX**

Founded in 2009, NEVEX Virtual Technologies provides a groundbreaking software caching solution that guarantees storage performance for the applications that really need it. NEVEX CacheWorks empowers administrators by providing flexible control for application-specific data acceleration. I/O-bound virtual platforms such as VMware and Hyper-V, running database, business intelligence, mail server, and transactional webserver applications, are able to run up to 5X faster because they are not constrained by limited storage speeds. Organizations can now use CacheWorks for performance and optimize existing spindles for capacity, snapshots/backup, and management. For more information on CacheWorks, please visit [www.nevex.com](http://www.nevex.com). To keep up with the latest news at NEVEX, please sign up to follow us on Twitter, at <http://twitter.com/nevexvt>.

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