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Expand Networks Appoints ACW Distribution as Distributor in Malaysia

Singapore, 17 March 2010 – Expand Networks, the leader in optimizing WANs for branch office consolidation and virtualization, appoints ACW Distribution (S) Pte Ltd (“ACW”), a leading IT enterprise solutions provider in Asia, as its distributor in Malaysia. With the appointment, ACW will distribute and market through its extensive reseller channel networks in Malaysia, Expand Networks’ WAN optimization, server consolidation and virtualization solutions that enable organizations to bridge the WAN proximity gap and increase performance of business critical applications.

According to a WAN Optimization Controllers Market Dynamics research by Frost & Sullivan, it is estimated that there will be “a steep uptake within the next 7 years, with a projected compound annual growth rate (CAGR) of 41.2 percent in the Asia Pacific region, with certain countries registering more than 100% growth rate year-on-year.”

“We believe that the appointment of distributorship to Malaysia is a testament to the outstanding performance that we have achieved in Singapore. We will continue to market Expand Networks’ solutions with our partners and bring forth value to the organizations in Malaysia. We see the WAN optimization market to be a major growth area in this region. With increasing dependencies on networks and major business critical applications running across these networks, latency and responsiveness are two major challenges that need to be addressed and simply adding bandwidth would not be a sustainable option.

We believe that Expand Networks' is one of the best WAN optimization leaders in the market and with the synergy and experience that we have acquired in the past years in the regional market, we are confident that we would perform well in the Malaysia market." said Sam Chng, Regional Sales Director for South Asia and India, ACW.

About Expand Networks

Expand Networks is the pioneer and leader in the WAN Optimization market and is positioned by Gartner Inc. in the 'Leaders' quadrant in its Magic Quadrant for WAN Optimization Controllers, 2009. Expand helps organizations simplify their IT infrastructure while delivering remote offices fast, reliable and secure access to networked applications. This results in improved user productivity and cost-effective IT management. Expand offers a multi-service integrated platform that ensures superior performance for any application over any network.

From its headquarters in Roseland, NJ and its global locations, Expand Networks serves more than 3,500 enterprise and public sector customers in over 100 countries including: American Express, Bacardi USA, BMW, Continental Airlines, Carr America, Colgate, Elizabeth Arden, Reed Exhibitions, Target and United States Department of Defense with over 40,000 units deployed and over 2,000 MS Terminal Services and Citrix customers.

Expand is the largest supplier of WAN Optimization products to US Government and Military agencies (greater than 10,000 units) and also has the most units deployed at a single corporate location, (4,500).

For more information, visit www.expand.com

About ACW Distribution

ACW Distribution Singapore Pte Ltd. is a Value-Added Distribution corporation for leading Enterprise Solutions in the Asia-Pacific region since 1986. We create IT solutions by integrating the "Best-of-Breed" products in the market and delivering them to the end user via an extensive network of trained and certified channel partners in the region.

For further information, please visit www.acw-group.com.sg

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