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## **ACCELOPS LAUNCHES CHANNEL PARTNER PROGRAM FOR INTEGRATED DATA CENTER MONITORING**

**Enables Partners to Offer AccelOps Virtual Appliance, SaaS and Co-Branded  
Managed Services Offerings to the Mid-Tier and SMB Market**

**SANTA CLARA, CALIF. – July 21, 2010** – [AccelOps](#), the integrated data center and cloud service monitoring leader, today announced details of its channel program enabling partners to sell AccelOps' integrated data center monitoring platform to help increase their clients' service reliability, resource efficiency and response to operational threats and issues. The program, targeting regional system integrators (SI), value added resellers (VARs), service providers (SP) and agents, focuses on enablement, margins and value added services.

AccelOps offers partners the means to quickly market, sell and develop services around the most integrated data center monitoring solution, value-packaged for the mid-tier enterprise, and delivered as a virtual appliance and SaaS.

"Visibility, virtualization and compliance are driving customers to reassess their IT management capacity," said Jamie Sanbower, director of Cyber Security Practice at Force 3. "AccelOps offers a game changing monitoring technology that can provide bottom-line results in terms of network and security operational efficiency and service-oriented management. With AccelOps' capabilities and value proposition, we are definitely finding new business opportunities and growing our pipeline."

Partners will be able to refer, resell, train and customize solutions for AccelOps' virtual appliance and SaaS offerings – learn more at [www.accelops.net/partner.php](http://www.accelops.net/partner.php). Benefits of becoming an AccelOps channel partner include:

- Tiered reseller levels with attractive partner margins
- Referral fees for non-reseller partners
- Online deal registration to protect qualified accounts
- Online sales and service training

- 24x7 partner portal access to sales resources and expedited technical support
- Evaluation product
- Means to create professional services opportunities
- Support from AccelOps' dedicated sales representatives

### **Co-Branded Managed Services, Powered by AccelOps**

In addition, the company also announced that authorized partners could offer security and infrastructure monitoring as a managed service powered by AccelOps as a co-branded service. By teaming AccelOps' SaaS cloud with their expertise, partners can expand their service revenues into the mid-tier and SMB market while taking advantage of rapid implementation, assured availability and nominal resource investment.

"Virtualization, cloud computing and IT service management growth present operational challenges for the channel to re-engage with their clients," said Olga Yashkova, lead industry research analyst at Frost and Sullivan. "AccelOps' integration and breadth of monitoring functionality, customization faculty and flexible delivery mechanisms offers a compelling solution for regional VARS, hosting providers and service providers to address new infrastructure monitoring and outsourcing opportunities."

AccelOps allows organizations to better leverage virtualization technologies and cloud computing by providing end-to-end visibility across performance, availability, security and change management while linking the physical and virtual infrastructure to business and business services. AccelOps integrated and service-oriented platform automates the collection, monitoring, analysis and detailed reporting on all performance and IT/event log data with a single pane of glass that cuts through networks, systems, applications, virtualization and technology boundaries.

"Demand for the AccelOps solution validates our belief that the industry requires a more integrated, cost-effective and service-oriented approach to infrastructure monitoring," said Stephen Tsuchiyama, vice president of sales at AccelOps. "We look forward to capitalizing on the sizeable mid-tier market opportunity and we are committed to our partners' and their customer's success."

**About AccelOps - Intelligent. Proactive. Secure.**

AccelOps provides award-winning data center and cloud service monitoring software delivered as a virtual appliance or SaaS. The all-in-one solution monitors data center, network infrastructure and cloud environments across service, performance, availability, security and change management. The integrated approach aggregates, cross-correlates and manages diverse operational data, both on-premise and in the cloud, to yield end-to-end visibility, efficient root-cause analysis, reduced MTTR, operational efficiency and compliance automation. The Silicon Valley-based company is privately held, venture-backed and led by experienced technology executives who created the popular Cisco MARS security information management appliance. Do more, control more and save more by visiting <http://www.AccelOps.net>.

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