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AccelOps and Fine Tec Enter a Strategic Distribution Relationship Focused on Enterprise Businesses

New AccelOps software bundles enable Fine Tec channel partners to offer best-in-class integrated security, performance and availability monitoring solutions

SANTA CLARA, Calif. - Feb 13, 2013 - AccelOps, Inc., the leader in integrated Security Information and Event Management (SIEM), performance and availability monitoring for on-premise and cloud-based data centers, today announced a strategic distribution agreement with Fine Tec, an award-winning value-added distributor specializing in network security and data integrity products. Through its distribution agreement with Fine Tec, AccelOps expects to reach more businesses and to open new sales opportunities for Fine Tec's channel partners.

Based in San Jose, Calif., Fine Tec's customers include systems integrators, service providers and value-added resellers that serve the aviation, education, financial, government, health care, high technology and other U.S. markets.

Fine Tec is planning to market firewall solutions from its security portfolio with a new bundled offering from AccelOps that is tailored to meet companies' IT security, performance monitoring, alerting and reporting needs. The AccelOps bundles are annual licenses for its virtual appliance that support either 25 or 50 devices. Notably, the AccelOps software was rated as value leader for mid-tier customers and awarded the "Best Integrated Security" solution by Enterprise Management Associates, an independent analyst firm that reviewed the offerings of 22 vendors in its EMA Radar for Advanced Performance Analytics report.

"The AccelOps-Fine Tec bundle provides businesses with cost-effective, enterprise-class technology that can deliver a real cost savings and a tangible return on their investment," said James Shen, Fine Tec's President and Chief Executive Officer.

"The Fine Tec relationship helps AccelOps to serve more companies, and opens new sales opportunities for channel partners," said Flint Brenton, AccelOps President and CEO. "End-user companies and partners need full contextual monitoring to counteract cyber threats, comply with regulations and ensure uninterrupted access to vital IT resources."

About Fine Tec

Fine Tec is a Value Added Distributor that brings channel partners together with leading solutions specializing in network security and data integrity products. Fine Tec has been proudly serving channel partners since 2000 by providing personalized services in all aspects of sales

every step of the way. With a focused and selective product line, Fine Tec aims to provide in-depth knowledge and support for all partners. More information about Fine Tec is available online at www.finetec.com.

About AccelOps

AccelOps provides a new generation of integrated security, performance and availability monitoring software for today's dynamic, virtualized data centers. Based on patented distributed real-time analytics technology, AccelOps automatically analyzes and makes sense of behavior patterns spanning server, storage, network, security, users, and applications to rapidly detect and resolve problems. AccelOps works across traditional data centers as well as private and hybrid clouds. The software-only application runs on a VMware ESX or ESXi virtual appliance and scales seamlessly by adding additional VMs to a cluster. Its unmatched delivery of real-time, proactive security and operational intelligence allows organizations to be more responsive and competitive as they expand the IT capabilities that underpin their business. For more information, visit www.accelops.com.