Media Contact:
Agnes Lamont
Marketingsage
(925) 426-0488, Ext. 112
accelops-pr@marketingsage.net

AccelOps Doubles Number of Channel Partners This Year

Solution and Managed Service Providers turn to AccelOps' integrated SIEM, performance and availability monitoring software to grow security and monitoring revenues

SANTA CLARA, Calif. - June 20, 2013 - AccelOps, the leader in integrated security, performance and availability monitoring software for on-premise and cloud-based data centers, announced that it has effectively doubled its channel reach with the addition of new partners in the past year and increased its sales through the channel by more than 135 percent. Managed Service Providers (MSPs) and Managed Security Service Providers (MSSPs) in particular are turning to AccelOps to provide the foundation to value-added security and monitoring services. AccelOps delivers the industry's only integrated software platform to monitor security, performance and availability across all aspects of the IT infrastructure, whether on-premise or in the cloud. 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 public, private and hybrid clouds. Unlike traditional single-purpose tools designed for standalone enterprises, AccelOps provides service providers with native multi-tenancy and has been designed for scalable deployment as a virtual appliance.

"The flexibility of AccelOps' custom parsing engine allows us to provide detailed monitoring of the security event logs sourced from custom applications written by our clients," said Dave Nelson, president of Integrity Technology Systems. "This level of customization and service creates a unique offering in a crowded MSSP market."

AccelOps offers its partners complete visibility, control over Service-Level Agreements (SLAs) and security of assets for its customers in a single, scalable platform built for IT analytics. AccelOps partners typically tailor how they offer AccelOps-based solutions to their target customers to differentiate themselves and maintain profitable customer relationships.

"AccelOps is phenomenally dedicated to its channel partners," said Steven Phelan, president of SEPVentures LLC. "They have always provided us extraordinary demos and reliable products that gain top marks with our clients. Their availability to answer any and all questions in a timely, concise manner has made them one of the best companies to work with."

The AccelOps Channel Partner Program offers partners the opportunity to provide complete solutions to customers by reselling and supporting AccelOps products and services. Through the program, partners have access to technical and business-building resources and flexible licensing options.

"AccelOps is extremely committed to the success of our partners," said Flint Brenton, AccelOps President and CEO. "Their success is our success, and we will continue to do everything we can to help them grow their business. Cloud, mobility and managed services are transforming IT and we have built a product and a business model that are uniquely adaptive to help our partners benefit from this change."

For details about the AccelOps Channel Partner Program, please visit http://www.accelops.com/resources/channel-partners.php.

More information about AccelOps is available at www.accelops.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.

AccelOps and the AccelOps logo are trademarks of AccelOps, Inc., a privately held Delaware corporation. Other names mentioned may be trademarks and properties of their respective owners.