



Certeon and Mosaic Technology Partner to Deliver WAN Optimization Solutions to Virtualized Data Centers

*Certeon and Mosaic will enable high performance, cost-effective solutions
for disaster recovery*

BURLINGTON, Mass. – May 17, 2010 – [Certeon](#), the leading provider of virtualized WAN optimization and application acceleration, today announced that [Mosaic Technology](#), a leader in delivering complete data center solutions, is partnering with Certeon to provide virtualized WAN optimization solutions for storage and disaster recovery environments. Mosaic will resell Certeon's *aCelera* virtual appliances to improve the performance and reduce the cost of its customers' backup and recovery operations.

Mosaic Technology is a leader in data center optimization, including virtualization, Dell storage solutions, disaster recovery, high availability (HA), VMware Site Recovery Manager™ and virtual desktop deployments. Mosaic is a Dell Certified Enterprise Solutions Partner and a VMware Enterprise Certified Partner, with core expertise in VMware's Site Recovery Manager.

Certeon was the first vendor to introduce a truly virtualized WAN optimization and application acceleration solution, *aCelera* virtual appliance software, for reducing remote application response time, increasing scalability and lowering IT costs. With the addition of *aCelera Sync* software, Certeon delivers the industry's first virtual appliance to dramatically reduce data backup and recovery time and lower network bandwidth requirements for the business continuity market. Certeon's *aCelera Sync* enables IT managers to consolidate the management of their remote business continuity environments and eliminate the costs and risks of off-site tape transport and storage. Certeon is a certified VMware Technology Alliance Partner and a Dell Technology Partner.

In optimizing data center business continuity environments, Mosaic recognized the need for a virtualized WAN optimization solution, such as Certeon's *aCeler* Sync, to maximize data replication between multiple remote Dell EqualLogic iSCSI SANs. Many of Mosaic's customers were using Dell SANs for compliance and disaster recovery when backing up Microsoft Exchange e-mail and Oracle-based financial databases. *aCeler* Sync enables those customers to more frequently backup and replicate mission critical data without the cost associated with purchasing additional network bandwidth.

Mosaic also determined that by using a virtual application accelerator with high availability, it could provide its strategic customers with increased performance and continuous data protection and replication within their virtualized environments. *aCeler* Sync enables continuous backup and replication of data because there are not delays or queuing. Also, as virtual appliance, *aCeler* Sync works in conjunction with a hypervisor's provisioning and HA capabilities and is easier to deploy on HA systems in remote replication sites.

"Certeon's *aCeler* Sync is an architecturally perfect match for our virtualization and WAN optimization services," said Art Demirjian, VP sales and marketing, Mosaic. "As one of the region's largest Dell EqualLogic and VMware solution providers, we see *aCeler* Sync enabling us to improve our customers' data center initiatives and user experience and to maximize their initial storage investments."

Recent customer results after using *aCeler* Sync demonstrated an immediate two to five times decrease in backup and replication times without an increase in bandwidth. Certeon's solution has also been reported by customers to be three to four times less expensive than competitive hardware appliances.

Business continuity processes such as data backup and replication can be significantly slowed over a WAN. Low bandwidth, high latency, contention and packet loss can result in longer backup windows and the need to buy more and more bandwidth to support growing amounts of backup data. Certeon's *aCeler* Sync is specifically designed to remove these network issues and enable enterprises to quickly and efficiently achieve RTO and RPO goals. It reduces the amount of traffic going over the WAN, delaying the need for additional bandwidth upgrades and associated costs. Nondisruptive, *aCeler* Sync allows backup and replication as often as needed.

"Enterprises deploying virtualization to optimize their data centers need to also consider virtualized WAN optimization to leverage their investment in mission-critical environments such as data protection and replication," stated Peter Dougherty, CEO and president, Certeon. "Our

aCelera Sync WAN acceleration solution along with Mosaic's data center optimization services enables enterprises to maximize their investments and realize a quicker ROI."

Mosaic and Certeon Lunch Seminar

Mosaic and Certeon will be hosting lunch Seminar in Boston, MA: Efficiency in Data Replication and Backup at Abe and Louie's on Thursday, May 20, 2010 from 11:30 AM to 1:30 PM. To register go to <http://www.mosaictec.com/events/may20boston.htm>.

About Certeon

Certeon is the leader in virtualized WAN optimization. Certeon's *aCelera* software is the first WAN optimization and application acceleration virtual appliance to deliver acceleration, scalability and manageability. It reduces application response time over the WAN and lowers network bandwidth requirements up to 95 percent without proprietary hardware appliances. The *aCelera* family of software-based solutions includes *aCelera* virtual appliance and *aCelera Client* for optimized desktop-to-data-center performance and *aCelera Sync* for efficient business continuity over the WAN. As more resources (i.e., CPU, memory and disk) are added, *aCelera* performance scales linearly and supports up to 50 percent more concurrent accelerated connections than do "closed" proprietary hardware appliances. Enterprises and managed service providers can save as much as 60 percent in total cost of ownership when deploying *aCelera* software to virtualized data centers, cloud environments or remote offices. For more information, visit www.certeon.com.

About Mosaic Technology

Mosaic Technology is a leader in data center optimization, including virtualization, Dell I storage solutions, disaster recovery, high availability and VMware Site Recovery Manager deployments.

Contact:

Brian Schwartz

Certeon

(781) 591.0001

bschwartz@certeon.com

###