

CONTACT:

Matthew Quint
+1-650-599-9450
mquint@quintpr.com



Talari Networks Announces New Channel Partner Program

Talari Adaptive Private Networking Appliances Complement Existing Channel Products and Offer a Unique Growth Opportunity for Partners

Cupertino, Calif., February 18, 2010 — Talari Networks, Inc. — the company bringing virtualized-WAN cloud economics to Enterprise networking — today announced the launch of its Partner Program. The Talari Partner Program is a key component of Talari's go-to-market strategy as the company scales its sales organization to accommodate the growing demand for Adaptive Private Networking (APN).

Talari will be partnering with the industry's best value-added resellers (VARs), distributors and solution providers to accelerate the transformation of enterprise wide area networks. Partners who get in early will be uniquely positioned to maximize profits by offering customers a breakthrough new technology.

"Our first installation of Talari's Adaptive Private Networking technology resulted in an immediate \$400K savings to the client," said Tim Calahan, Managing Director at RSM McGladrey. "APN not only solved the client's WAN reliability and predictability problem, it also uncovered network deficiencies no one could previously put their finger on. Talari's APN made RSM McGladrey look really good to a new client."

"The success of Adaptive Private Networking in reducing costs and transforming enterprise WANs has created tremendous opportunity for savvy channel partners" said Tom Pettigrew, Vice President of Worldwide Sales at Talari Networks. "The Mercury family of appliances are great products for the channel. Any organization with a remote office is a candidate, the solution has a short sales cycle, and there is a high degree of new opportunity growth. To capitalize on this opportunity, we are aggressively building out our Partner Program. We are looking for a select group of companies who have the potential to become high-performance partners."

The Talari Partner Program offers two levels of partnership, Gold and Silver. The program is based on tiered discounts and rewards based on loyalty and value. Opportunity protection and additional discounts for deal registration are also available. Talari is committed to providing the information and tools needed to help partners focus on target market opportunities and provide a competitive advantage. The Partner Program includes an online Partner Center designed for quick access to the latest programs, promotions, partner tools and support.

"Talari's APN creates tremendous opportunity for RSM McGladrey," says Calahan. "We have a lot of clients with remote locations and WAN reliability is vital. Including Talari's APN technology in our client's WAN infrastructure allows us to deploy additional technologies that will make it easier to support end devices. Partnering with Talari provides a more complete solution to our clients."

To learn more about the Talari Partner Program visit www.talari.com/partners

About Talari Networks

Adaptive Private Networking does for the Enterprise WAN what RAID did for storage. Talari's Mercury line of Adaptive Private Networking appliances delivers a network with 30 to 100 times the bits per dollar, ongoing WAN costs reduced by 40% to 90%, and greater reliability than existing corporate WANs, transforming virtualized-WANs to bring Moore's Law and Internet economics to Enterprise WAN buyers, outsourcers and MSPs. For more information, please visit Talari Networks' website at www.talari.com. Talari Networks...Swift and Sure.

Talari Networks...Swift and Sure.

Talari Networks and the winged-foot logo are trademarks of Talari Networks, Inc. All other marks are property of their respective owners.

- END -