

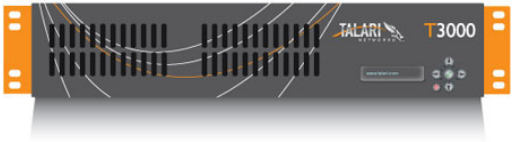


## Zycko and Talari Networks Partner to Distribute Enterprise WAN Technology across Europe

*Reduces monthly WAN costs by up to 90% - Return on investment in less than 12 months*

**27 May 2010, London, England and Cupertino, California** – value-added distributor [Zycko](#) today announces its new distribution partnership with corporate WAN virtualisation specialists, [Talari Networks](#). This collaboration will distinguish Zycko as Talari Networks' first distributor in Europe, and will ensure that Zycko's resellers across the continent have access to the company's [Adaptive Private Networking Technology](#) (APN).

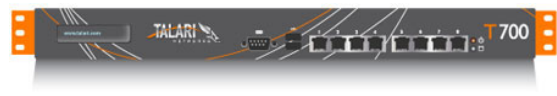
Talari's networking solutions are part of a new class of product developed to deliver a revolutionary approach to building corporate WANs; increasing bandwidth by using additional network resources from various Internet Service Providers (ISPs), including both high-speed internet connections at customers' central locations and broadband connections (DSL, cable where available) at branch locations. It provides reliable, cost-effective support for business tools such as VoIP and videoconferencing, allowing organisations to take advantage of the affordability of broadband without foregoing business quality, reliability or availability.



Zycko's Group Sales & Marketing Director David Galton-Fenzi commented: "Talari's corporate WAN virtualisation solutions are a welcome arrival for our resellers, with the APN technology complementing products offered by some of our other vendors, such as Riverbed's WAN optimisation technology. This new partnership means that we can offer our European resellers networking solutions that work in harmony to make their IT functions as efficient, reliable and cost-effective as possible."

Tom Pettigrew, VP of Worldwide Sales at Talari, added: "We are delighted to be partnering with Zycko in our first European venture. Corporate Wide Area Networking has remained fairly static over the years, but our pioneering APN technology means that businesses can save between 40 and 90 percent on their monthly WAN costs while maintaining greater reliability than any single-provider private network. Zycko's value-added approach in Europe makes them the perfect Talari distributor."

Talari Networks increases capacity of corporate WAN architecture with its three Mercury APN Appliances: the T3000 for data centres and headquarters; T700 ideal for remote offices; and the T200 for small/home office environments. Each appliance uses Talari's [Multipath Bandwidth Spectrometry](#) and [Resilient Multipath Connectivity](#) technology, which provide the rich real-time information that APN requires to operate the virtual WAN at maximum speed, reliability and efficiency.



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## **About Zycko**

[Zycko](#) is a value-add distributor of best-in-class convergent IT infrastructure solutions through a channel of resellers, systems integrators and service providers.

Zycko is privately held and has been profitable since inception in 2000, when the company's original charter was to market data networking accessories to resellers as a wholesale distributor. Zycko now employs over 250 staff, serving over 3000 resellers around the world from twelve offices on four continents. The company enjoys an annual turnover of more than £120m.

Zycko's provision of best-in-class IT products and logistics management is supported by true value-add professional services - such as pre-sales expertise, technical support, custom configuration, an industry leading accredited training program, and in house marketing support. These vital services and support enable our customers to quickly deliver profits and invest in new market opportunities, allowing them to differentiate in a crowded market. Zycko is the channel partner of choice.

Zycko's strategic partner base includes world-class companies such as, Aastra, Asigra, Eaton, ExaGrid, FalconStor, Force10, Hitachi Data Systems, Huawei Symantec, Intransa, Isilon, LifeSize, PowerDsine, ProLabs, Riverbed, SmartOptics, Spectra Logic, Talari, USystems and Xsigo. For more information visit: [www.zycko.com](http://www.zycko.com)

## **About Talari Networks**

[Talari Networks](#) does for Enterprise WANs what RAID did for storage - delivering 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 - bringing Moore's Law and Internet economics to Enterprise WAN buyers, outsourcers and MSPs for the first time in 15 years. For more information, please visit [www.talarinetworks.com](http://www.talarinetworks.com). *Talari Networks...Swift and Sure.*