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Talari Networks Names Tom Pettigrew Vice President of Worldwide Sales

Industry Veteran Brings Deep Experience in Channel, International Sales Development at Emerging Networking Firms

Cupertino, Calif., November 10, 2009 — Cupertino, Calif., November 10, 2009 – Talari Networks™, Inc. – the leader in transforming virtualized WANs by delivering the Internet economics and reliability of Adaptive Private Networking (APN), today announced the appointment of Tom Pettigrew as Vice President of Worldwide Sales. With more than two decades of experience in direct sales, channel sales and international development, Tom brings to Talari Networks the skills needed to take the company to its next phase of growth.

“We are extremely excited to add Tom to our senior management team,” said Andy Gottlieb, chief executive officer of Talari Networks. “His extensive experience helping rapidly growing networking firms build a worldwide presence in international markets, and in developing sales teams, strategic alliances, and OEM and channel sales infrastructure will prove crucial to the continued success of our company.”

Distinguished Track Record

Tom has built sales organizations at a wide variety of emerging technology companies and has developed an exceptional skill set for forging partner relationships and developing international sales. Tom comes to Talari Networks from network-attached storage vendor Isilon Systems, where as vice president of global partner sales and general manager of the Asia/Pacific region over the past four years, he built the company’s Smart Partner Channel and OEM programs. Before joining Isilon, Tom served as Vice President of Global Channels and Emerging Markets for F5 Networks, Inc., the global leader in the management of applications, servers, and storage and network resources. In his more than six years at F5 Networks, Tom built global relationships with major customers including Dell, Ericsson, and Hewlett-Packard.

“Over my career I’ve been very fortunate to work with a number of emerging networking firms and I’ve seen how a new technology can transform the industry,” said Tom Pettigrew. “I’m very excited to join the Talari team because I believe that managing cost while ensuring reliability is the single most important issue the Enterprise WAN market faces today. APN offers a unique opportunity to deliver high performance and a business-class service at consumer prices. Talari’s APN products will be a strong component of any solution delivered by networking and telecom resellers and integrators.”

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Previously, Tom held sales positions at NetFRAME, Inc., and Sequent Computer Systems (acquired by IBM). Tom received a bachelor's degree in economics as well as an MBA from the University of Washington.

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.

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