



Talari Appoints Former Riverbed SVP Randy Schirman to Lead Global Sales and Distribution



SAN JOSE, Calif. – Sept. 22, 2014 – [Talari](#), a leading innovator in network reliability and business continuity solutions, today announced Randy Schirman as its vice president of worldwide sales. A seasoned veteran of more than 25 years, Schirman held a number of positions with Riverbed Technologies including senior vice president of worldwide channels and service delivery initiatives. He brings a depth of experience and success in WAN industry sales and distribution to Talari and will immediately focus on building relationships with customers, solutions providers, distributors and resellers worldwide. Schirman reports directly to Talari

President and CEO Emerick Woods.

"The traditional WAN is evolving rapidly as critical applications drive demand for increased bandwidth and improved reliability at an affordable cost. Talari's leading-edge solution allows businesses the ability to integrate low-cost broadband internet links such as DSL and cable modem, which complement or even replace high-cost proprietary MPLS networks to create an intelligent WAN, providing best in class performance with unparalleled ROI," said Randy Schirman. "It's an honor to be part of the team that's setting the standard by which all future intelligent solutions will be measured."

"Randy's decision to join Talari is validation of our proven and award-winning patented [adaptive private networking technology](#), and the projected growth and investment in wide area networking, as organizations seek to achieve superior quality with business-critical applications, such as voice, video, cloud, VDI, ERP, mobile, etc. that traverse the corporate WAN," said Talari's President and CEO Emerick Woods. "Randy will be vital in helping to expand and enable our reseller base and lead our sales team to new heights, and we're pleased to welcome Randy to our executive team."

Schirman brings more than two decades of sales and leadership experience, as well as outstanding channel sales strategies to Talari. Formerly, he was senior vice president of worldwide channels for Riverbed and was a valued member of the Riverbed leadership team since 2008, where he developed strong alliances with industry giants. Prior to Riverbed, Schirman was with Citadel Security Software where he served as vice president of sales and played a key role in Citadel's acquisition by McAfee. Earlier in his career, he spent a number of years with NetScreen Technologies as vice president of service provider sales, where he built the organization from inception through acquisition by Juniper Networks. Schirman holds a B.S. in Electrical Engineering from Wright State University.

Talari's [WAN solution](#) provides IT departments with efficient and reliable networks by aggregating multiple diverse networks into a virtual WAN and continuously adapting traffic, packet by packet, in real-time based on the availability and quality of network paths, which results in significant cost savings over single-provider networks; ultimately creating greater customer experiences and business continuity.

About Talari Networks, Inc.

Talari is improving WAN reliability, capacity and affordability to enable a network that supports the growing demands of mission-critical applications. By aggregating multiple diverse networks into a virtual WAN and continuously adapting traffic based on the availability and real-time quality of the network paths, Talari ensures applications that rely on a WAN are not affected by underlying network issues. Talari's patented technology delivers significant cost savings over single-provider networks while also increasing reliability and quality. Talari has received numerous industry awards, including Best of Interop—Performance Optimization, *Techworld Awards*—Networking Application Product of the Year; and named Gartner Cool Vendor, *CRN* 2013 Emerging Vendors and *CRN* Data Center 100 List. For more information, visit www.talari.com.

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