



LOGIX BELUX BECOMES SOLE BELGIAN DISTRIBUTOR FOR IPSWITCH INC.

Software Vendor Turns to Value Added Distributor to Manage Belgian Outreach

Ipswitch Inc., a leading developer of network monitoring, messaging and secure managed file transfer solutions today announced that LOGIX BELUX is to coordinate the company's entire outreach in Belgium. The distributor has signed an exclusive agreement and will utilise the company's strong brand identity in the region to sign up a growing number of premier partner resellers to provide maximum coverage to the region's extensive end user base.

Founded in 1998, Logix Belux is a leading e-business infrastructure solutions and services provider for IT professionals. A subsidiary of the highly successful Logix Group, Logix Belux provides companies with a full range of infrastructure stacks based on leading-edge partnerships in combination with innovative services through a network of value-added resellers, systems integrators, ISV's and consultants. Ipswitch joins its impressive vendor portfolio at Logix Belux that includes VMware, IBM and NetApp...

Business Unit dedicated to the Network & Security at Logix Belux, IPVista, will be stocking Ipswitch's entire product portfolio, including network monitoring tool Ipswitch WhatsUp, file management solution Ipswitch WS_FTP and messaging solution Ipswitch IMail Server. "We cover a wide range of technology areas including successful middleware, servers, storage, network and security," explains Logix Belux Marketing Management Anne Duchesne. "In each of these infrastructure stacks we aim to add industry leading solutions that are complementary to our existing portfolio. Ipswitch's popular solution provides a perfect fit and is a strong brand known throughout Europe for its innovative and cost effective solutions."

More than 500 partners benefit from Logix Belux's technical and sales expertise as well as business development support through its full range of value added services. "This year, we will be organising Ipswitch focused seminars and technology workshops for our resellers and partners to provide them with the knowledge to effectively sell the products and develop successful marketing campaigns," says Anne Duchesne.



“Logix Belux has a great wealth of relevant resellers for us that covers all of our key markets,” explains Ipswitch Regional Sales Director, Mike Silva. “In addition, it offers a whole range of professional and complementary services including integration, partner enablement, lead generation and training/certification that will ensure that we can penetrate the market quickly.”

About Ipswitch

Ipswitch develops and markets innovative IT software that is easy to learn and use. More than 100 million people worldwide use Ipswitch software to monitor their networks with Ipswitch WhatsUp®, transfer files over the Internet using the market leading Ipswitch WS_FTP® Professional client and Ipswitch WS_FTP Server and communicate via Ipswitch IMail™ Server. To view the Daily Network Monitor blog, visit <http://www.dailynetworkmonitor.com>. For product and sales information visit <http://www.ipswitch.com>. Ipswitch values community involvement; visit <http://icare.ipswitch.com> to find out how to become involved.

About LOGIX BELUX

Founded in 1998, LOGIX Belux (40 employees, € 57,7 M revenue in 2006), subsidiary of LOGIX Group is a leading e-business infrastructure solutions provider for IT-professionals.

LOGIX Belux provides companies with a full range of infrastructure stacks (middleware, servers, storage, network and security) based on leading-edge partnerships in combination with innovative services through a network of value-added resellers, systems integrators, ISV's and consultants.

LOGIX BELUX contributes to its partners' business development via an interesting choice of professional services. More than 450 partners in Belux benefit of Logix technical and sales expertise as well as its full range of value added services (integration, training, logistics, marketing and financial).

About LOGIX GROUP

LOGIX Group (450 employees - € 450 M (est.) revenue in 2006) has subsidiaries in France, Belgium, Luxembourg, Spain, Morocco (+21 African countries), Poland, The Netherlands, Denmark, Finland, Sweden, Norway and Israel (Mediterranean area)



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