

**FINAL - NOT FOR IMMEDIATE RELEASE**

**Contact:**

Denise Vardakas  
Eastwick Communications  
(650) 480-4059  
[denise@eastwick.com](mailto:denise@eastwick.com)

**VYATTA PARTNER PROGRAM TO ACCELERATE  
ADOPTION OF OPEN-SOURCE NETWORKING**

*Vyatta Ready™ Program Fosters Linux-based Network Ecosystem*

**SAN MATEO, CALIF. - June 4, 2007** – Vyatta, the leader in Linux-based networking, today announced its Vyatta Ready™ partner program, designed to create an ecosystem around the company's open-source secure routing software solution. The program targets value-added resellers (VARs) and independent hardware and software vendors (IHV and ISV). For this broad set of channel partners, the program offers a low-cost, high-margin alternative to network equipment solutions from Cisco Systems and other proprietary vendors. VARs can quickly and easily construct Vyatta Ready solutions to meet any market need—using individual Vyatta Ready hardware and software components certified by other Vyatta partners.

“Developing our Vyatta Ready partner program is an important step in the rapid growth of our global partner ecosystem, which we believe will make our Linux-based networking solution a standard fixture in growing networks and data centers around the world,” said Keith Hartley, vice president of alliances at Vyatta. “We’ve designed the program to foster an open, flexible channel in keeping with our open-source roots, offering the maximum benefit for both our partners and their customers.”

Many VARs, IHVs, and ISVs have already joined the program, including: Archer, Add-On Data, Computer Union, Falconer Technologies, Grahn's Mediaredigering, Inventigo, Laxo, Link Africa, Metroguard Technologies, Netgate, Netpoleon, Onega, PT Laxo Global Akses, Patara, SQIsoft, Sangoma Technologies, Silent Partner Telecom,

Sourcecode, Supermicro, Symmetry Solutions, Vintek, WANtech, WL Hodge Consulting, and XTekLABS.

"By combining Supermicro Server Building Block Solutions® with Vyatta's new software, system builders can now deliver robust and cost-effective networking platforms without the need for proprietary hardware," said Don Clegg, vice president of marketing at Supermicro Computer, Inc. (NASDAQ: SMCI). "Supermicro emphasizes superior product design and quality and is pleased to be a charter member of the Vyatta Ready Partner Program."

"We see a tremendous opportunity to for products based on the Vyatta open-source networking solution," said Al Rao, sales manager at Sourcecode, a value-added reseller that has joined the program. "The Vyatta Ready Partner Program enables us to quickly create highly reliable networking solutions using Vyatta Ready components like those from Supermicro, offering our customers far greater value, in terms of initial costs, maintenance costs, and replacement costs."

#### **About Vyatta**

"Vyatta" is the ancient Sanskrit word meaning "open"— a fitting name for a company created to bring commercial, enterprise-quality, open-source networking products to market. Vyatta products deliver secure routing with the economic benefits of open source and the flexible deployment options of Linux-based software. Customers in industries ranging from financial services to ISPs to government and education have come to rely on Vyatta as the leader in secure Linux networking. For more information, please visit [www.vyatta.com](http://www.vyatta.com).

###