



FVC



IPOQUE

ipoque Signs FVC for Distribution in MENA

Press Release

FVC to provide regional training and support for ipoque's traffic management solutions

Leipzig/Dubai, September 30, 2009– ipoque, the leading European vendor of Internet traffic management solutions, has appointed FVC as its authorised distributor for the Middle East and North Africa region. The partnership is aimed at expanding ipoque's reach in the region's enterprise sector, leveraging FVC's extensive channel network in the region.

K.S. Parag, MD at FVC, said, "This agreement with ipoque is in line with our strategy to provide a comprehensive portfolio of enterprise and carrier grade network solutions. The ipoque DPI engine is one of the most reliable in the industry according to independent test results published by the European Advanced Networking Test Center (EANTC). This will add great value to our portfolio of Internet Traffic Management solutions."

ipoque's PRX Traffic Manager offers network operators (fixed line and mobile) a comprehensive and cost-effective bandwidth management solution enabling them to monitor and control network traffic per application and per subscriber. The solution makes the network activities more transparent and is able to prioritize, shape and optimize classified traffic. PRX Traffic Manager helps institutions of all sectors to keep up with the challenges of growing Internet traffic in their networks.

Oliver Desch, ipoque's VP Sales and Services, adds: "We are happy to welcome FVC to the ipoque channel. With them, we gained a highly recognised and experienced partner as our distributor for Middle East and North Africa. FVC channels all our activities in the region; they know the market and the requirements of the customers very well. We benefit from their expertise."

FVC will offer the complete range of ipoque solutions and will be ipoque's authorised training and support partner throughout the region too.

About ipoque

Founded in Leipzig, Germany, ipoque is the leading European provider of deep packet inspection (DPI) solutions for Internet traffic management and analysis. Designed for Internet service providers, enterprises and educational institutions, ipoque's PRX Traffic Manager allows to effectively monitor, shape and optimize network applications. These include the most critical and hard-to-detect protocols used for peer-to-peer file sharing (P2P), instant messaging (IM), Voice over IP (VoIP), tunneling and media streaming, but also many legacy applications. For further information see www.ipoque.com.

About FVC

Founded in 2000, FVC is one of the leading Value Added Distributors across the Middle East and North Africa with dedicated offices in United Arab Emirates, Saudi Arabia, Lebanon, Egypt and Morocco, working through its growing network of more than 130 channel partners in over 44 countries across the region.

With new technologies and solutions driving the pace of change of businesses in the region, FVC has built a successful business by drawing on the best of global solutions. Uniquely in the region, its combination of full support for its channel part-



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ners and market-leading solutions from emerging technologies provides both FVC's partners and their customers with the full confidence to invest in integrated next-generation IT and networking solutions from rich media communications to security to bandwidth management that will benefit their businesses.

For more information on FVC, visit www.fvc.com.

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