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ACAL Storage Networking Becomes Cisco Authorised Distributor For Cisco MDS 9000 SANTap Solutions

ACAL Storage Networking achieves Cisco Authorised Distributor status

London, 30 November 2005: ACAL Storage Networking has taken a further lead in storage networking distribution by becoming a Cisco Authorised Distributor (CAD) for MDS SANTap Solutions. ACAL Storage Networking has been appointed by Cisco to act as distributor for MDS-based SANTap applications across Europe, the Middle East and Africa (EMEA).

The partnership will help enable ACAL Storage Networking to work with Cisco to expand the market for Cisco MDS 9000-based SANTap applications, including Cisco MDS 9000 Storage Service Modules and SMARTnet support in EMEA.

“We are delighted to be appointed as a Cisco Authorised Distributor in EMEA for MDS SANTap solutions and to be working alongside the existing Cisco ATP programme. This agreement helps us bring our knowledge as the leading value-added distributor to a much wider market. The accreditation from Cisco further confirms our belief that ACAL Storage Networking is leading the market with its innovative approach to channel support,” said Hannah Baker, EMEA Channel Sales Manager, ACAL Storage Networking.

As Europe’s leading storage networking distributor, ACAL Storage Networking will be working with new and existing partners to sign suitable resellers for Advanced Technology Partner (ATP) status. Those resellers specialising in Cisco data center technology will benefit from an extended range of services and support from ACAL, as well as access to Cisco SANTap functionality as part of the MDS 9000 series.

“Integrating network services, such as SANTap solutions, within the storage area network is a key part of our Intelligent Information Network vision,” commented Dante Malagrino, Sr. Manager, Data Center marketing, for Cisco Systems in European and Emerging Markets. “ACAL’s existing relationships with Cisco Advanced Technology Partners partners such as Kashya, Topio, Cloverleaf and Falconstor, will help provide a supported route to market for our SANTap technology.”

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About ACAL Storage Networking

ACAL Storage Networking is Europe’s leading independent storage networking distributor. Founded in 1997, ACAL supplies the IT channel throughout Europe, Middle East and Africa, with high quality, reliable storage networking solutions. ACAL Storage Networking has an independent, "storage agnostic" position, regardless of the servers and storage being supplied.

Complementing this is a philosophy based upon outstanding technical excellence and first class customer service. ACAL Storage Networking is a subsidiary of ACAL plc, one of the largest value added distributors in the world. With 22 European offices and a comprehensive global presence, ACAL is in the perfect position to support resellers and integrators worldwide. For more information, visit the ACAL Storage Networking Web site at www.acalsn.com

About Cisco Systems

Cisco Systems (NASDAQ: CSCO) is the worldwide leader in networking for the Internet. Cisco news and information are available at <http://www.cisco.com>. For ongoing news, please go to <http://newsroom.cisco.com>. Cisco equipment in Europe is supplied by Cisco Systems International BV, a wholly owned subsidiary of Cisco Systems, Inc.

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