

Press Release

IT / Business

PC-WARE is an Altiris EMEA - Gold partner

Leipzig, 03.04.2007 - PC-Ware Information Technologies AG, a global IT service provider, has agreed to an EMEA partnership with Altiris, a leading provider of service-oriented management solutions. The agreement was agreed upon in Leipzig by Ed Reilly, General Manager, Altiris EMEA and Dr. Knut Löschke, CEO PC-WARE.

It was stressed by both parties to the agreement that the partnership was the logical consequence of the rising demand for service-oriented management solutions. "The growth in the market for systems management solutions has been greater than that for the IT market in general over the past year. The holistic approach adopted by Altiris presents attractive solutions in the field of service-oriented management solutions for our customers. This is also reflected within our subsidiaries where there is an increased demand – above all in the area of consultancy. We are looking forward to a very productive collaboration!" said Dr. Knut Löschke.

The aim is to intensify the close collaboration which already exists between the two companies within the individual national companies of PC-WARE and to increasingly extend them to become cross-national projects.

"The solutions portfolio of Altiris enables organisations' and companies' IT infrastructures to be geared to their objectives and security regulations in an optimum and flexible way and that costs, down times and administrative work are also reduced at the same time. Here we have found a customer-oriented solution which extends and completes our own SAM (Software Asset Management) solution. In addition to installation, configuration and administration of a customer's entire IT structure, we can now, regardless of the size and location of the customer's company, produce deep process analyses based on our SAM data analysis," said Sven Messinger, Product Manager, PC-WARE EMEA.

"For Altiris this is a pioneering step in EMEA. PC-WARE with its international reach, the reputation of the PC-WARE brand with regard to customer satisfaction and high standards of quality will open for Altiris both opportunities for growth in new markets and also broad access to groups of customers which traditionally have not been very significant for us, e.g. the e-government sector. We on the other hand will open up the opportunity for PC-WARE to make a strong push in the service business in our established markets and customer groups," said Ed Reilly.

Please find additional facts and information at www.pc-ware.com.

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Altiris is a leading provider of service-oriented management solutions. The company was included this year for the fourth year in a row in the Forbes list of the "25 Fastest-Growing Tech Companies". With regard to growth over the five-year period, Altiris is the fastest-growing traditional software company amongst the 2,200 US technology companies listed on the stock exchange and Altiris is in fifth position in the exhaustive list of the fastest growing companies.

PC-WARE was founded in Leipzig in 1990 and is a listed IT service provider operating internationally. PC-WARE is one of the market leaders in Europe in its core business of software licensing. The company offers a large range of IT services and special solutions in the whole field of standard software and hardware. With over 1200 employees, a business volume of approx. 700 million euros and bases in 18 countries in Europe, Africa and Asia, PC-WARE is one of the leading companies in the information technology market.