

Press Release

IT / Business / Companies

PC-WARE Wins EMEA Solution Provider of the Year Award at VMware Partner Exchange 2010

Leipzig, 5th March 2010 – *PC-WARE announced today that it has been recognized by VMware as a winner of a VMware Partner Network Award, in the EMEA Solution Provider of the Year category. The award was presented at VMware Partner Exchange 2010, VMware's annual partner event, in February in Las Vegas, Nv.*

Markus Kirchner, Vice President Software Operations PC-WARE Global: "We are very delighted with PC-WARE's nomination as EMEA Solution Provider of the Year, especially because it confirms our decennial trust in VMware and its pioneering technologies. Already early on, we realized that by investing in VMware solutions our customers are investing in their future. Today, we support and serve customers as one of the largest VMware partners with more than 20 subsidiaries within the EMEA region and beyond. This award underlines our unique solution competence in the IT market. Furthermore it also proves our strategy to not only convince our customers of virtualization solutions but to captivate them sustainably by presenting its extensive possibilities."

"VMware's partners continue to be the bedrock of our business, and we are pleased to recognize the great work they have accomplished throughout the year," said Doug Smith, senior director, global partner sales, VMware. "VMware Partner Exchange brings partners together for four days filled with training, education and networking with peers – making this the premiere event to help them strengthen their virtualization practices and distinguish themselves in the marketplace. We congratulate PC-WARE and we look forward to continuing our work together to help deliver virtualization solutions for customers building private cloud infrastructures."

VMware acknowledged key performances and outstanding achievements by the company's ecosystem partners during 2009. Winners from around the world were recognized in 15 categories:

- Solution Provider of the Year
- Education Partner of the Year
- Distributor of the Year
- Systems Integrator of the Year
- SMB Partner of the Year
- Desktop Virtualization Partner of the Year
- VMware Service Provider Program (VSPP) Partner of the Year
- Academic Partner of the Year
- Technology Innovator
- Vertical Trailblazer
- VMware Competency Partner of the Year
- Partner Executive MVP

- Corporate Reseller of the Year
- Federal Partner of the Year
- SpringSource Partner of the Year

About VMware Partner Exchange

VMware Partner Exchange is the marquis global event for virtualization partners, offering more than 150 sessions and an extensive exhibitor pavilion to demonstrate how partners can best accelerate their virtualization businesses. This year partner attendees received a preview into the next generation of products and programs coming from VMware and offered partners an exclusive opportunity to hear from VMware executives including Carl Eschenbach, executive vice president of worldwide field operations and Dr. Stephen Herrod, CTO and senior vice president of R&D.

About PC-WARE

PC-WARE is one of the leading manufacturer-independent ICT Solution Providers in Europe. In its first core business of software (software licensing, consulting on licensing agreements and software & IT asset management) PC-WARE is the market leader in Europe. PC-WARE has subsidiaries in 26 countries in Europe, Africa, and Asia (CN, KZ) and currently about 1,700 employees who serve business customers from industry, public administration and medium-sized businesses as well as major, globally active customers. Together with cooperation partners, PC-WARE is developing new markets in North and South America, Asia and Australia.

In the FY 2008/2009 PC-WARE achieved revenue of EUR 890 million. The company has been listed at the Frankfurt Stock Exchange since May 5, 2000 and in the Prime Standard since 2003. (WKN: 691 090, ISIN: DE0006910904, Reuters Instrument Code: PCWG.DE).

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