

Press Release

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PC-WARE Wins EMEA Infrastructure Virtualization Competency Award at VMware Partner Exchange 2011

16th February - PC-WARE announced today that it has been recognized by VMware as an EMEA winner of a VMware Partner Network Award in the EMEA Infrastructure Virtualization Competency category. The award was presented at VMware Partner Exchange 2011, the company's annual partner event, on Feb. 9 in Orlando, Fla.

Robert Ebner, Vice President Software PC-WARE, comments: "We are very delighted about VMware's acknowledgment of PC-WARE's performance with the Infrastructure Virtualization Competency Award. Following the EMEA Solution Provider of the Year 2010 Award for PC-WARE it sets a further milestone in our partnership of more than ten years with VMware. Our consultants have established a unique expertise around virtualization solutions, which we provide to our clients with great success. We support and serve customers as one of the largest VMware partners with more than 20 subsidiaries within the EMEA region and beyond".

"VMware's partners continue to be the foundation of our business, and we are pleased to recognize the great work they have accomplished throughout 2010," said Doug Smith, vice president, global partner strategy and operations, VMware. "We congratulate PC-WARE, and we look forward to continuing our work together."

VMware acknowledged key performances and outstanding achievements by the company's ecosystem partners during 2010. Winners from EMEA were recognized in 12 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 Competency Partner of the Year
- VMware Service Provider Program (VSPP) Partner of the Year
- Academic Partner of the Year
- Infrastructure Virtualization Competency Partner of the Year
- Partner Executive MVP
- Business Continuity Competency Partner of the Year
- Government Partner of the Year

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PC-WARE Group

PC-WARE is one of the leading manufacturer-independent ICT Solution Providers in Europe and one of the European market leaders in its first core business of software (software licensing, consulting on licensing agreements and software & IT asset management). The company is the biggest Microsoft LAR (Large Account Reseller) in the entire EMEA region (Europe, Middle East, and Africa). In addition, the company offers a broad range of consulting, solutions and services in the software environment reaching from the analysis, design and implementation to 24x7 MultiVendor Helpdesk and trainings. The focus topics of the company are virtualization, IT security, systems management, communication and collaboration and software asset management. As leading manufacturer-independent provider in the fields of infrastructure, consulting and managed services for data centers the COMPAREX companies form the second core business of the PC-WARE Group. The COMPAREX business focuses on the analysis, consulting, design and implementation as well as MultiVendor Support for complex infrastructures.

PC-WARE has subsidiaries in 26 countries in Europe, Africa, and Asia 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 2009/2010 PC-WARE achieved revenue of about EUR 833 million.