



**FOR IMMEDIATE RELEASE**

## **Virtualisation channel to “see” their virtual infrastructure like never before**

### *Lan 1 teams up with Reflex Systems to bring the industry's leading virtualisation management platform to Australia*

**Sydney, April 14, 2009** – Lan 1, value-added distributor of a range of IP storage, networking, security and surveillance products, today announced it has signed a distribution agreement with Reflex Systems, the industry leader in virtualization management and security. Under the agreement Lan 1 will bring VMworld2008's Best of Show award winning Reflex Virtualisation Management Center (VMC) to the shores of both Australia and New Zealand.

"The problem with virtual networks is that they can be invisible to normal controls and compliance processes.... Reflex products offer versatility previously unavailable to the virtualisation channel in Australia. We expect to see a lot of new VMware-centric resellers jumping onboard once they see the advantages and value proposition the Reflex products offer" said Christo Simeonoff, Manger of IP Security Business at Lan 1.

Preston Futrell, Reflex Systems Vice President of Sales said, "It was a simple choice to partner with Lan 1 to provide virtualization management and security solutions to customers. With pre and post-sales engineers located around Australia and the ability to offer 24x365 4 hour rapid replacement and support means we will be in good hands around the clock. Lan 1's strong focus on partner will also ensure our products can be supported by local Lan 1 partners no matter where they are."

Reflex provides a comprehensive Virtualization Management Solution that dramatically increases the visibility, management and security of an organisation's virtual infrastructure, enabling organizations to align virtualization initiatives with overall business objectives.

Lan 1's entire IP Security portfolio, including Reflex Systems, will be on display at the AusCERT 2009 Conference on the Gold Coast, booth B19.

Reflex Systems VMC and VSA are stocked and ready for shipping. Resellers looking to add Reflex Systems to their portfolio can sign up with Lan 1 by visiting [www.lan1.com.au/reflexpartners.asp](http://www.lan1.com.au/reflexpartners.asp) or calling (02) 9318-4222.

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#### **About Lan 1**

Lan 1 is a value added distributor providing a diverse range of IP products. *Established in 1993, Lan 1 is headquartered in Waterloo, Sydney, Australia, with branches throughout Australia. Through strong brand names and a high level of personalised service and support, Lan 1 partners are provided with the essential tools to effectively design, market, implement and support a complete range of IP ecosystems, from entry-level to enterprise.* [www.Lan1.com.au](http://www.Lan1.com.au)

#### **About Reflex Systems**

*Reflex Systems, VMworld2008 Best of Show winner, is the industry leader in virtualization management and security. Reflex enables organizations to accelerate adoption of next generation virtualized data centers by providing a comprehensive virtualization management solution that combines key management features with the necessary policy enforcement across the virtual infrastructure.*

*Reflex's Virtualization Management Center (VMC) is purpose-built for virtualization on a strong security foundation and designed to provide customers with the essential management and security capabilities needed to effectively manage the complex, dynamic virtual environment, capitalize on the existing virtualization investment, reduce cost through efficient management, minimize downtime and maintain a reliable virtualized infrastructure running critical business-line applications.*

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