

Elfiq Networks and Data Systems Information Technology Partner for Distribution

Bandwidth management innovator and leading value-added distributor team up to develop and support value-added resellers in Portugal.

Montreal, Canada (January 17th, 2012) — Elfiq Networks, the manufacturer of the most innovative link balancer solutions on the market today, has partnered with Data Systems Information Technology, a leading value-added distributor in Portugal to develop this new market opportunity through local value-added resellers.

“Elfiq is pleased to partner with Data Systems Information Technology for the Portuguese market,” said Jean Pascal Hebert, Vice President of Business Development at Elfiq Networks. “Data Systems’ presence in the Portuguese channel for networking, business continuity and WAN-based solutions makes them a key partner distributor for growth in this region.”

“Data Systems is very happy to join the select group of Elfiq Value Added Distributors.” said Gonçalo Mello, Sales Manager at Data Systems. “The Elfiq value proposition is ideal for our partners and markets, they have an excellent product line and the ROI is really quick, which is a key factor in our markets. Since our customers cannot afford to lose Internet connectivity to stay in business, this will be a very successful partnership.”

Data Systems is a leading value-added distributor specialized in the fields of storage, business continuity and WAN optimization, assisting Portuguese value-added resellers for pre-sales and post-sales levels, financing, training and professional services. Data Systems also services the countries of Spain, Brazil, Angola and Mozambique.

Elfiq Networks is rapidly becoming the leader in bandwidth management and ISP link balancing by developing a global network of reseller partners, while providing key solutions through a two-tiered distribution channel. Elfiq has been implemented by organizations in over 120 countries worldwide.

Elfiq Networks’ link balancers enable organizations to utilize multiple concurrent ISP circuits to prevent Internet connectivity downtime and improve overall access performance. With more Internet-based applications and services being used in organizations every day, proper access to the Internet has become a critical asset for normal business operations, where loss of connectivity or ISP link saturation can result in lost revenue.

About Elfiq Networks

Elfiq Networks (Elfiq Inc.) is a leader in the development of innovative telecommunications and security solutions used in over 120 countries. Aware of today’s economic stakes, Elfiq brings leading-edge ideas and increased strategic information technology investments to businesses. Elfiq is a privately owned company headquartered in Montreal, Canada. For more information, visit www.elfiq.com.

About Data Systems

Data Systems, a Value Added Distributor, provides a wide range of products and solutions to their business partners, complementing when necessary with pre-sales, implementation and support services. Those are used to data management and protection, as well as providing high reliability applications, and to allow the direct and controlled access to the strategic information of the companies. For more information, visit www.dssi.pt.