



**Contacts:**

Gareth Taube  
Certeon  
(781) 425-5200  
gtaube@certeon.com

Megan Lane  
SHIFT Communications  
(617) 681-1254  
[mlane@shiftcomm.com](mailto:mlane@shiftcomm.com)

**Certeon Extends Sales Distribution to Asia-Pacific Region**

*-- Application Acceleration Innovator Adds Nihon Cornet Technology as Regional Reseller --*

**BURLINGTON, Mass. – November 13, 2006** – [Certeon](#) today announced it is expanding the Company's worldwide distribution channel with the addition of Japan-based [Nihon Cornet Technology KK](#) to the [Certeon Partner Acceleration Program](#). As a Certeon Partner, Nihon Cornet will resell Certeon's S-Series™ Application Acceleration Appliances to its customers in the rapidly-expanding Asia-Pacific market.

The majority of Nihon Cornet's customers are financial services organizations that are increasingly moving their mission-critical applications to Web-based portals such as Microsoft® SharePoint®. This creates a natural synergy with Certeon's S-Series appliances with Application Intelligent Networking™. Certeon's S-Series securely accelerates all Web traffic and specifically accelerates mission-critical applications such as Microsoft Office, SharePoint, and Exchange.

The S-Series includes unique Application Acceleration Blueprints™ that enable it to quickly and accurately identify application objects so that no data needs to be transmitted more than once. Certeon only transmits the changes. By reducing the network traffic, Certeon can significantly reduce the application response time and increase the number of users remotely accessing applications over the WAN. In addition, Certeon's Secure Acceleration Technology™ ensures the integrity of sensitive data traveling across the WAN by accelerating HTTPS (SSL) traffic for enterprises which require end-to-end security.

Nihon Cornet, a leading supplier of physical layer and optical switching technologies, was looking for a partner that could deliver the next generation of network services to its customers. By adding Certeon's S-Series to its offerings, Nihon Cornet is able to provide its customers with a robust solution for high performance, scalable, and secure remote application access. This

optimized network environment will enable customers to speed the deployment and adoption of mission-critical applications and increase the productivity of its employees.

“Nihon Cornet has over twenty years of networking business experience in Japan. We believe that many of our customers, particularly in financial services, will benefit from Certeon’s unique and competitive technology,” said Hideo Matsumoto, general manager of Nihon Cornet. “Nihon Cornet and Certeon together will enable customers to overcome the issues of remote application access over the WAN. The joint solution will improve application response times and meet our customers’ competitive demands for high performance information access.”

As distributed enterprises continue to expand globally, it has become a requirement that end-users experience the same application response times at the branch-office as they would at corporate headquarters. Certeon’s S-Series and Application Acceleration Blueprints, with specific knowledge of application objects, are able to effectively identify, difference, and compress significantly more data sent over the WAN than competing WAN optimization vendors. By understanding what the application is sending over the network, Certeon dramatically reduces the amount of data, and can improve application response times for the remote worker by more than 1000 percent.

“Since our [launch in February](#), we’ve seen significant interest in our products coming from the Asia-Pacific region,” said John Lloyd, vice president of business development for Certeon. “By adding Nihon Cornet as a regional reseller, Certeon is expanding its sales channel to this critical area with a solution that meets the speed and security needs of Nihon Cornet’s customers.”

#### **About Nihon Cornet Technology KK**

Nihon Cornet Technology KK imports and delivers the world’s best networking solutions to Japan’s leading businesses. With over 20 years of business experience in the networking industry, Nihon Cornet is recognized as a leader in Japan for providing unique networking solutions to such industries as financial services, retail, transportation, manufacturing, and telecommunications. Nihon Cornet is located in Tokyo and is a part of Cornet Technology Inc. ([www.cornet.com](http://www.cornet.com)) headquartered in Virginia, USA. For more information, visit [www.nihon-cornet.co.jp](http://www.nihon-cornet.co.jp) or call +813-5817-3655.

#### **About Certeon**

Certeon’s S-Series Application Acceleration Appliances provide the industry’s first solution for Application Intelligent Networking to deliver application acceleration, security, and scalability from the desktop to the data center. Accelerating all web based applications, Certeon’s patent-pending S-Series appliances minimize network traffic to significantly improve application response times, while maintaining end-to-end security. Founded in 2003, Certeon is a private company funded by Globespan Capital Partners and Sigma Partners. The Company is

headquartered in Burlington, Mass. For more information, visit [www.certeon.com](http://www.certeon.com) or call 781-425-5200.

###