

Kaseya, Ingram Micro partner to drive managed services growth in Australia and New Zealand

Ingram Micro to provide Kaseya's SaaS-based tools to Ingram's channel partners

SYDNEY, February 25, 2010 — Kaseya, the leading global provider of IT Systems Management software, has partnered with Ingram Micro to provide SaaS-based tools to Ingram's channel partners. The tools, which offer pay-as-you-go pricing and rapid deployment, help IT service companies avoid the hassle and cost of investing in hardware and software, reduce on-site visits and increase recurring revenue. The partnership will empower more of Ingram's 6,000 active partners in ANZ to shift to proactive IT management, creating a model for monthly recurring revenue and high gross margins.

Ingram Micro's partners will have access to Kaseya's powerful set of SaaS-based, IT tools, available anytime and without the overhead of acquiring and managing the infrastructure typically required for delivery of managed services.

"Increased competition, eroding margins, smaller and shorter-term contracts, and advances in technology have driven traditional vendors & distributors to develop new and innovative delivery models," said Katarzyna Czubak, market analyst for software at IDC ANZ. "IDC anticipates that, in the near future, most of managed service providers in ANZ, will be capable of delivering RIM (remote infrastructure management) based on a utility and/or cloud computing model to service virtually all aspects of their client's infrastructure operations."

Tim Dickinson, regional director at Kaseya Australia and New Zealand, comments: "Ingram Micro is making a bold move in providing best of class tools that enable service providers, of all sizes, to be more efficient and provide better service. This will definitely help channel partners begin a transition to new revenue streams and grow into the managed services market."

Dickinson continues: "The agreement for the Australian and New Zealand market is a first for the two companies, and we're excited to be working with Ingram Micro in this new segment of the local service provider market."

David Lenz, General Manager of Ingram Micro's Enterprise Technology Group, says: "Remote management and managed services has seen tremendous uptake in our region in the last couple of years. However, IT Service Providers have often shied away from the significant investment required to deploy high-end remote management applications." "With Kaseya's IT Toolkit our partners can start down the path of providing IT services without having to make any upfront investment. We are looking forward to assisting our partners move into managed services with the leading technology vendor in the market," Lenz says.

Ingram partners can get more information and get access to the new solutions at: Kaseya.com.au/Ingram (promocode = IM-ANZ)

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About Kaseya

Kaseya is the leading global provider of IT Systems Management software. Kaseya's solutions empower virtually everyone — from individual consumers to large corporations and IT service providers — to proactively monitor, manage and control IT assets remotely, easily and efficiently from one integrated Web-based platform. To learn more, please visit <http://www.kaseya.com.au>.

About Ingram Micro

As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics services, technical support, financial services, and product aggregation and distribution. The company serves more than 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit www.ingrammicro.com.au.

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