

## Aruba appoints Country Manager

In his role David is responsible for the Sales of Aruba for Australia and New Zealand. His focus will be on generating end-user demand and interest in Aruba's wireless solutions and increasing the awareness of Aruba products. David will also work with Australian distributor, Zircon, to increase the effectiveness of the channel and create opportunities for our Channel Partners in Australia & New Zealand. David Humphries comes to Aruba with 20 years experience in the Australian Networking Industry. Most recently David was at Avnet, where he was managing the Networking arm of its distribution business. Before that, he held various sales roles at Memorex Telex, Xylan (acquired by Alcatel), Arrowpoint Communications (acquired by Cisco) and network management company, Concord Communications (recently acquired by CA). Jeff Smith is now also based in the region. Jeff has been supporting the Asia Pacific as Technical Director for over one year. Jeff has deep and broad technical knowledge in the networking business. His strengths lay in wireless and security two key aspects of the Aruba solution. Wireless is a proven technology and Aruba is leading the way as the only company offering a modular mobility system that provides centralised control of all access, security and mobility services, said David Humphries, country manager, Australia and New Zealand. Aruba is strategically positioned at the intersection of the wireless LAN and security segments, and its secure WLAN solution is widely regarded for enabling a mobile enterprise. About Aruba Networks, Inc. Based in Sunnyvale, California, Aruba Networks (Aruba) is a fast-growing enterprise infrastructure company. Aruba pioneered the concept of centralized network systems to enable wireless, security and mobility services. The company's products help corporations address fundamental new changes taking place in enterprise networks caused by user mobility, security and wireless technology. Aruba markets and manufactures a complete line of fixed and modular mobility controllers, wired and wireless access points and advanced mobility software. Privately held, Aruba has operations in the United States, Europe, Asia Pacific and India and employs staff around the world. Aruba has received over \$59 million in three rounds of venture funding from top-tier venture firms Matrix Partners, Sequoia Capital, Trinity Ventures and WK Technology Fund. Visit Aruba Wireless Networks at <http://www.arubanetworks.com>. About Zircon Zircon is a managed communications services distributor. It provides members with a simple, seamless offering that's easy to sell. Its member program, Boost, offers a comprehensive program designed to make doing business easy. For more information, visit Zircon at: <http://www.zircon.com.au>.