



N-able Technologies® Achieves Record Growth in 2011 including 40 percent increase in Australian and New Zealand MSP partner base

Industry Leading RMM Provider Exceeds Goal in 2011, Reports Exponential Revenue Growth, Stellar Performance and Record-High Partner Satisfaction Ratings

SYDNEY, Australia – January 11, 2012 – N-able Technologies, the global leader in remote monitoring and management (RMM) automation software for managed service providers (MSPs) and IT departments, today announced it exceeded its operating plan in 2011 by every measure, reporting record-high performance, growth and satisfaction ratings from its global partner base. The company's year-end 2011 sales report notes the number of small and mid-sized businesses (SMBs) currently under management by its MSP partners using the N-able N-central platform has grown from 22,000 end-users to more than 59,000 – an increase of nearly 200 percent since January 2010. The report also notes the number of devices being managed on a worldwide basis by N-able partners using N-central has grown in excess of 235 percent.

“The exponential growth across N-able's partner base is unrivaled and clearly demonstrates the success and ongoing leadership our partners hold within the IT industry,” says Gavin Garbutt, CEO, N-able Technologies. “As a company, N-able performed ahead of plan and brought to market industry-leading offerings across our technology, MSP freemium programs, technical support and sales and marketing enablement resources to help our partners rapidly expand their share of wallet with existing customers and earn new business in 2011.”

Unprecedented International Growth and New Strategic Alliances

Last year, N-able grew its international MSP partner base in Australia, New Zealand, the Netherlands, Scandinavia, the U.K., Germany and South Africa by more than 40 percent, and welcomed hundreds of new international partners to the N-able partner community. The industry innovator also received a significant multi-million dollar growth equity investment from Accel-KKR, a leading technology-focused private equity firm. Announced in October 2011, the strategic investment is being used to maximise N-able MSP partner growth worldwide, further develop the N-central portfolio, enhance the company's partner development efforts and fund a strategic acquisition program.

Fueling its market momentum and channel leadership, N-able also forged a number of strategic alliances with industry leaders and associations including the world's leading IT distributor Ingram Micro, Inc., the Independent Community Bankers of America (ICBA), International Business Products, Inc. (IBPI), the ASCII Group Inc., MSP Alliance and NetEnrich. The company also hosted its annual N-able Partner Summit in Scottsdale, Ariz., attracting nearly 500 MSP partners from around the world, and held a number of regionally-based, international partner summits throughout the year.

“N-able's success internationally is unprecedented,” says Mike Cullen, vice president of sales, N-able Technologies. “In 2011, we saw a number of international MSPs switch to N-able to accelerate their managed services practices and we also earned the business of many aspiring MSPs. We've seen tremendous growth in our international business over the last three years and expect these numbers to soar in 2012.”

N-able's Partner Enablement, Technology Innovation and Unwavering Channel Commitment

Throughout 2011, N-able introduced a number of new technology innovations, programs and resources including a massive new N-central Essentials freemium to enable MSPs to get all of their SMB customer devices under management at no cost. It launched N-central 8.0 and 8.1 as well as its Security Manager Anti-spam product, the MSP Technician Runbook, the Manager's Runbook and the MSP Sales and Digital Marketing Binder. N-able's N-centralRMM platform also achieved VMware Ready™ status in 2011, indicating that it passed a detailed evaluation and testing process managed by VMware and is now listed in the VMware Partner Product Catalog.

Keeping partner success a top priority, the 100 percent channel friendly company continued to offer a variety of free training and enablement webinars in 2011, including its 12-part series of business webinars, titled “How to Achieve 100% IT Coverage,” and unveiled a new, co-sponsored research report called “Countering Artificial Commoditisation and Poor Pricing Practices in Managed Services ” to help educate partners on current market dynamics and provide valuable insight on business development and sales methodologies. More than 7,200 N-able partners and prospects attended one or more of these informative webinars and more than 62 percent of N-able's partner community leveraged the RMM leader's freemium MSP sales strategy and complementary offerings to grow their business.

These innovative strategies and offerings – along with N-able's superior products and support – also contributed to a greater number of MSPs switching to N-central from competitive RMM vendors in 2011.

2012 Outlook – Explosive Growth, New Technologies

Building on its success and its passion to be the best, N-able is forecasting continued growth in 2012 marked by yet another recent inflection point that is driving record adoption of managed services among SMBs.

“In 2012, N-able will deliver next-generation service automation software that will take managed services mainstream within the solution provider

community and ignite adoption among SMBs worldwide,” says JP Jauvin, president and COO, N-able Technologies. “This powerful combination of advanced IT automation software, along with our N-central portfolio, proven business processes and partner development, is unique