

Silver Peak Announces Distribution Agreement with Westcon-Comstor in Australia and New Zealand

Leading global distributor to support accelerating enterprise demand for the industry leading Silver Peak Unity EdgeConnect SD-WAN edge platform across Australia and New Zealand

Sydney – 6 November 2019 – Silver Peak®, the global SD-WAN leader, delivering the transformational promise of the cloud with a self-driving wide area network™, today announced an Australian and New Zealand distribution agreement with Westcon-Comstor, a value-added global distributor (VAD) of security, collaboration, infrastructure and data centre solutions. This is an extension of a global distribution partnership announced in 2018. Through its Westcon line of business, the distributor will immediately add the business-driven Unity EdgeConnect™ SD-WAN edge platform to its portfolio, enabling resellers throughout Australia and New Zealand to engage with enterprise customers and shift them to a business-first networking model with a single, centrally managed SD-WAN edge platform. “Our new distribution partnership with Westcon-Comstor marks a key milestone in accelerating our business expansion and customer acquisition across Australia and New Zealand,” said Graham Schultz, ANZ regional director for Silver Peak. “Westcon-Comstor is uniquely positioned with its breadth of technical expertise and broad sales network boasting an expansive portfolio of partners across both countries. The company’s substantial global footprint makes things so much easier for our local customers with branches overseas, in terms of deployment and ongoing support.” “Partnering with Silver Peak presents a substantial opportunity for us to offer a business-driven SD-WAN edge platform to resellers and enterprise customers in Australia and New Zealand that directly and securely connects users to SaaS and cloud applications to deliver the highest quality of experience,” said Patrick Aronson, executive vice president, APAC of Westcon-Comstor. “We can now offer value-added distribution of our full portfolio to existing Silver Peak partners, while evangelising the SD-WAN addressable market opportunity to potential new value-added resellers (VARs) and system integrators across the region.” A Modern Business-Driven SD-WAN Edge Platform The Silver Peak Unity EdgeConnect SD-WAN edge platform uniquely liberates cloud-first enterprises from the limitations of conventional network approaches by shifting to a business-first networking model. EdgeConnect replaces routers, unifying SD-WAN, firewall, segmentation, routing, WAN optimisation and application visibility and control in a single platform, centrally managed with Unity Orchestrator™. EdgeConnect is engineered to continuously learn and adapt to changing business requirements to deliver the highest quality of experience to enterprise users and IT organisations. About Westcon Westcon-Comstor is a value-added technology distributor of category-leading solutions in Security, Collaboration, Infrastructure and Data Centre. Westcon-Comstor is transforming the technology supply chain through its global capabilities in Digital Distribution, Services and Global Deployment. It has teams in 50-plus countries, combining expert technical and market knowledge with industry-leading partner enablement programs. Collaborating with its partners in a unique engagement model, Westcon-Comstor strives to deliver an exceptional partner experience to deliver results together. The company goes to market under the Westcon and Comstor brands. About Silver Peak Silver Peak, the global SD-WAN leader, delivers the transformational promise of the cloud with a business-first networking model. The Unity EdgeConnect™ self-driving wide area network platform liberates enterprises from conventional WAN approaches to transform the network from a constraint to a business accelerant. Thousands of globally distributed enterprises have deployed Silver Peak WAN solutions across 100 countries. Learn more at silver-peak.com

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