TENEROS™

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Teneros Announces Release & General Availability of Application Continuity Appliance for Microsoft Exchange

Teneros Enables Affordable "Always-On" Email Continuity for the Mid-Market

SAN DIEGO, Calif. — Microsoft Exchange Connections, October 31, 2005—Teneros today announced the release and general availability of the Teneros Application Continuity Appliance™ (ACA) for Microsoft® Exchange, the first appliance on the market to deliver instant-on™ failover within seconds of a planned or unplanned downtime event for a Microsoft Exchange server.

"Teneros is addressing a significant market requirement with a simple, elegant solution," said David Ferris, president and senior analyst at Ferris Research. "When it comes to keeping Microsoft Exchange up and running, there are thousands of mid-sized companies that need enterprise-quality IT support but just don't have the enterprise-level IT budget or staff. Teneros has come up with a smart, affordable option for that market in a self-contained appliance."

With a simple 15-minute installation using the Web-based interface, the Teneros ACA requires no configuration changes to the Exchange server and ensures continuous, 24/7 Exchange operation for end users. It installs no intrusive software agents on the Exchange server and can be deployed equally effectively at headquarters or at branch offices to guarantee 99.99%-99.999% (four nines to five nines) uptime for Microsoft Exchange. Teneros distributes the appliance via its channel partners and has signed distribution agreements with top system integrators nationwide.

"In today's global marketplace, mid-market companies and field offices of large enterprises who rely on Exchange simply can't afford email outages, regardless of whether the outage is due to Exchange failure or periodic planned maintenance," said Steve Lewis, Teneros founder and chief executive officer. "Planned maintenance during local "off hours" is not viable with employees and customers in different geographic locations and time zones– midnight on Sunday in the corporate time zone may be the middle of the working day where customers are located. So we built a simple, affordable appliance that provides 24/7 continuity for Exchange, eliminating end-user email downtime."

"Teneros' appliance protects us and our clients from email outages that could literally bring our businesses to a screeching halt," said Will Luden, CEO of InfoPartners, a network design, installation, and maintenance firm in San Mateo, California. "Email downtime used to be a major source of concern for us, but now instead of worrying about it, we can focus our energy on growing our business and satisfying our clients."

Teneros' Application Continuity Appliance for Microsoft Exchange offers significant benefits that are missing in other continuity products in the marketplace. By providing continuous, end-user Exchange email services whenever the production Exchange server experiences downtime, businesses eliminate this source of revenue and productivity loss. Because the Teneros solution is a plug-&-go appliance, it adds no in-house IT tasks or ongoing costs because of the remote management, update, and monitoring service provided by Teneros' network operations center.

The Teneros ACA protects against Exchange data corruption via the company's proprietary Transaction Integrity Validation technology. This technology prevents Exchange data corruption replication from the Exchange server to the Teneros ACA, thus protecting the data on the Teneros appliance. The purchase price for Teneros ACA is $15,000.

Teneros announced the Application Continuity Appliance at the exclusive DEMOfall 2005 conference in September. Teneros continues to recruit certified Microsoft Exchange system integrators in major metropolitan areas worldwide for the company's strategic partner channel program. The company has secured $24.5 million in venture funding to support sales, business development, and marketing efforts.

ABOUT TENEROS
Founded in 2003, Teneros has pioneered a new product category that assures continuity of operations for mission critical Microsoft applications fueling corporations worldwide – the Teneros Application Continuity Appliance™. Funded by New Enterprise Associates (NEA), Sevin Rosen Funds, and STAR Ventures, the company is developing a family of plug-&-go™, business continuity appliances to serve the needs of mid-market companies and branch offices of large enterprises. Teneros is headquartered at 215 Castro St., 3rd Floor, Mountain View, Calif., 94041. More information is available at www.teneros.com .

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