



Press Release

Press Contact:

Cynthia Harris
(650) 520-8343

charris@vocecomm.com

Teneros Announces Rapid Growth of Partner Program

System Integrators Bring Affordable "Always-On" Email to Mid-Market Companies Nationwide With Teneros Application Continuity Appliance

MOUNTAIN VIEW, Calif. — January 24, 2006—Teneros today announced that its system integrator partner program has grown rapidly, encompassing all of the major metropolitan areas nationwide. At DEMOfall in September 2005 Teneros announced the general availability of the Teneros Application Continuity Appliance™ (ACA) for Microsoft® Exchange, the first appliance on the market to deliver instant-on™ failover and 24 X 7 end-user uptime in the event of planned or unplanned downtime for Microsoft Exchange server. Since then, the company has signed partnership agreements with system integrators (SIs) across the country, including Intervision Systems, Inc., A Plus Technology, GIM Electronics, InfoPartners and Optimus Solutions.

"If our clients' email goes down, their business goes down, period," said Jeff Kaiser, CEO of Intervision. "They rely on us to keep their Exchange servers up and running and we rely on Teneros. The Teneros Application Continuity Appliance is fantastic, and it's at the right price point for mid-market businesses."

"A typical 9-5 work day no longer exists in today's global workforce, and productivity losses for my clients is completely unacceptable," said David Antar, CEO of A Plus Technology. "Today's workforce needs continual access to email so there's no longer a convenient time to schedule downtime for Microsoft Exchange. With Teneros ACA, my clients receive 24X7 email continuity—problem solved."

"Teneros is smart to build out its SI partner program, which allows it to reach thousands of businesses that need to keep Microsoft Exchange running 24X7 but don't have the in-house IT staff to manage it," said David Ferris, president and senior analyst, Ferris Research. "I'm impressed with the momentum I'm seeing and expect more good news from Teneros in 2006."



With a 20-minute, plug-&-go™ installation, data corruption prevention, and no intrusive agents on the Exchange server, the Teneros appliance ensures continuous, 24/7 Exchange operation for end users. Teneros' solution can be deployed equally effectively at headquarters or at branch offices of large organizations to provide 99.99%-99.999% (four nines to five nines) uptime for Microsoft Exchange.

"Email is mission-critical to millions of businesses worldwide, and these businesses must have a cost-effective solution for assuring email continuity," said Steve Lewis, Teneros founder and chief executive officer. "We look forward to expanding our partnerships with system integrators to make affordable, always-on protection for Exchange the standard in the industry."

ABOUT TENEROS

Founded in 2003, Teneros has pioneered a new product category that assures continuity of operations for the 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 an Advanced Infrastructure Solutions Microsoft Gold Partner . Teneros is headquartered at 215 Castro St., 3 rd Floor, Mountain View, Calif., 94041. More information is available at www.teneros.com.

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