



Press Release

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Teneros Establishes Strategic Partners for Delivery of Microsoft Exchange Failover Appliances Company Gaining Momentum for Fall Launch

MINNEAPOLIS, Minn. (Microsoft Worldwide Partner Conference, Booth #329) —July 8, 2005 – Teneros is establishing alliances with Microsoft partners who design, install, and support the networks and messaging infrastructure of mid-market companies and field offices of large enterprises. The value proposition of 99.99% to 99.999% availability in an affordable, plug-and-go appliance is compelling for these systems integrators who must ensure uptime of their clients' messaging infrastructure. The Teneros Application Continuity Appliance™ is designed to provide continuous, fully functional operation of Microsoft® Exchange.

"CIOs, IT managers, and network administrators lose sleep in fear of costly email downtime," said Steve Lewis, chief executive officer of Teneros. "Any downtime at all, especially of a mission-critical application like email, has an immediate impact on productivity, so we've developed a way to protect companies that rely on Microsoft Exchange from devastating outages. And because system integrators are on the front lines every day with those companies, this sales channel is a natural choice for us."

Info Partners, a provider of outsourced information technology services for clients including leading Silicon Valley venture capital firms, is one of Teneros' most vocal supporters. "Our clients work around the clock, so they trust us to keep the technology side of their business up and running 24x7," said Will Luden, president and chief executive officer. "In today's world, planned or unplanned downtime, even in non-peak hours, is simply unacceptable. With Teneros, we'll be able to guarantee four-nines to five-nines availability to our clients who use Microsoft Exchange."



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In addition to Info Partners, Teneros is recruiting and teaming up with system integrators in major metropolitan areas nationwide. Teneros has secured \$24.5 million in venture funding to support this and other business development and marketing efforts.

This week Teneros is a sponsor of the 2005 Microsoft Worldwide Partner Conference. "This event is an excellent opportunity for us to develop relationships with fellow Microsoft partners focused on installing and supporting Microsoft infrastructure products such as Exchange," said Lewis, who co-founded Teneros in 2003. "As we prepare for our product launch in the fall, we will be working with strategic partners to deliver our Application Continuity Appliance for Microsoft Exchange to companies whose business operations depend on email."

Call for early adopters: Teneros is evaluating applicants for participation in an early adopter program. Interested parties may contact Andréa Skov at 650 641-7420 or andrea.skov@teneros.com for more information.

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 extensible continuity appliances to serve the needs of the small and medium-sized enterprise (SME) market and branch offices of large enterprises. Teneros is headquartered at 215 Castro St., 3rd Floor, Mountain View, California, 94041 with offices in Seattle, Washington and Gurgaon (Delhi), India. For more information, visit www.teneros.com.

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