



FOR IMMEDIATE RELEASE

## **eTelemetry's People-to-IP Technology Adds Differentiated Value to Presidio Portfolio**

*Presidio's customers already leveraging eTelemetry's complementary solutions to benefit help desk, network operations, network security, and VOIP environments*

**Annapolis, MD (February 19, 2008)** – eTelemetry, Inc., the leader in extracting real-time business information from network activity, has partnered with Presidio Networked Solutions, the nation's largest independent Value Added Solutions Provider (VASP). This partnership leverages eTelemetry's patented people-to-IP technology to bring a new level of visibility to Presidio's product portfolio.

“eTelemetry's unique technology is highly complementary to our existing portfolio and allows us to offer a more complete and differentiated solution to the marketplace. eTelemetry's ‘people-oriented’ approach unlocks network information and provides greater visibility and context of the people on the network. Our customers have seen immediate benefit from deploying eTelemetry's solutions in help desk, network operations, network security, and VOIP environments,” said Presidio's Divisional President, Rudy Casasola.

Presidio has added eTelemetry's Locate, Locate911, and Metron appliances to its product portfolio. Each appliance is built on eTelemetry's proprietary technology, correlating people to their activity on the network. These products lead to increased productivity, risk identification, reduced costs, and greater network efficiencies by answering the who, what, where, when, and how much on any network. “Presidio's leadership in the channel makes them a valued addition to the Catalyst Partner Program. From the start of our partnership, Presidio embraced the broad application of eTelemetry's solutions, resulting in early and continued success,” said Ermis Sfakiyanudis, eTelemetry's President and CEO.

Erickson Retirement Communities is among Presidio's customers that have already benefited from the solutions provided through this partnership. “Leveraging a successful, long-standing relationship, Erickson relies on Presidio to help us introduce new technology products into our business. We are excited about their latest introduction to eTelemetry and their Locate product. eTelemetry partnered with our infrastructure team to complete a proof-of-concept. This collaboration yielded an immediate and successful result, making Locate an easy technology choice for our toolkit,” said Chief Technology Officer for Erickson, Jeff Bathurst.

### **About Presidio Networked Solutions**

Presidio Networked Solutions, the IT infrastructure industry's leading Value Added Solutions Provider (VASP), addresses the complete technology lifecycle – plan, design, integrate, operate and optimize – for the enterprise, commercial and government markets. Presidio's comprehensive portfolio comprises Unified Communications, wireless, security, storage, and network infrastructure solutions, and the company represents such vendor partners as Cisco, EMC, IBM, Microsoft, NetApp, Nortel, and Sun. The company holds the highest networking industry certifications from Cisco Systems (Master Unified Communications Specialization and Gold Certified Partner), Nortel (Elite Advantage Partner), and IBM (Premier Partner), as well as a host of other high-level certifications.

Presidio Networked Solutions also offers customers an extensive range of financing solutions, including leasing. For more information, visit [www.presidio.com](http://www.presidio.com).

## About eTelemetry

eTelemetry is the leader in extracting real-time business information from network activity. eTelemetry's innovative products tell you everything about the people on your network, answering the who, what, where, when, and how much. By applying its proprietary technology, eTelemetry's award-winning products provide information leading to increased productivity, risk identification, reduced costs, greater network efficiencies, and insights into how people collaborate. Since 2004, eTelemetry has been *Turning Network Traffic into Business Intelligence*<sup>TM</sup>. For more information, call +1-888-266-6513 or visit [www.etelemetry.com](http://www.etelemetry.com).

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