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papau wrote: This article says Win 7 will have near automatic networking. Will open source be in that game by the time Win 7 is released? Your article shows why the average person needs "automatic" networking.

Jan. 9, 2009 10:53 AM EST

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## Xceedium Expands North American Presence Through Strategic Distribution Partnership With COMPUTERLINKS

By: PR Newswire  
Dec. 2, 2008 08:17 AM

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*Agreement Marks Xceedium's First Distributor Partnership in North America, and New Channel for Comprehensive Solutions that Control High-Risk Users and Ensure Regulatory Compliance*

JERSEY CITY, N.J., Dec. 2 /PRNewswire/ -- Xceedium, Inc., the premier provider of entitlement management solutions that control high-risk users, today announced that it has signed a strategic distribution partnership with COMPUTERLINKS, a leading value-added distributor of security and mobility solutions. COMPUTERLINKS will distribute and provide sales and engineering support for the Xceedium GateKeeper(TM) and Xceedium GateKeeper 620 to its North American reseller base, in support of the increasing demand for management and control solutions for high-risk users.


"Our customers are exacting in their security product requirements, and we carry only those solutions that we feel push the evolution of network security forward," said Russell Zientek, CEO of COMPUTERLINKS. "We've found Xceedium to be the most innovative and holistic solution on the market for this difficult-to-control user group. Xceedium provides new opportunities for our channel partners, and enables our end-customers to streamline the management of privileged user access and entitlement, and cost-effectively automate regulatory compliance, all without latency issues or the need to make updates to legacy systems."

With offices across Europe, North America and Asia, COMPUTERLINKS ([www.computerlinks.com](http://www.computerlinks.com)) enables its partners to operate on a global scale. By offering its channel customers a comprehensive portfolio of commercially viable products coupled with the expertise and services required to facilitate the complete solution, COMPUTERLINKS aids its clientele in providing the most secure commercial Internet applications to their corporate customers. Adding Xceedium's innovative entitlement management solutions to this portfolio expands the breadth of solutions available to end users and adds important incremental revenue opportunities for the COMPUTERLINKS reseller base.

The Xceedium GateKeeper is a robust appliance that provides an easy way for companies to satisfy compliance and internal audit requirements for high-risk users. The Xceedium solution makes compliance easy and cost-effective by compartmentalizing and containing high-risk users to authorized areas, then monitoring, alerting, remediating, logging and

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recording all their activities, which are captured and summarized in comprehensive, centralized reports. The new Xceedium GateKeeper 620, recently named a "Top-25 New Product" at INTEROP in New York City, is a channel-only product designed for mid-market businesses.

"In this economic environment, there is a growing demand for entitlement management solutions that are comprehensive, but leave a small footprint," said David Ballard, vice president of sales at Xceedium. "We are pleased to be working with COMPUTERLINKS, a veteran channel professional, to ensure that our mutual customers are able to control high-risk users without compromising IT operations efficiency."

#### **About Xceedium, Inc.**

Xceedium is the premier provider of entitlement management solutions that reduce the complexity and cost of controlling high-risk users. Employing unique and patent-pending technologies, the Xceedium GateKeeper(TM) line of hardened appliances enables companies to actively manage high-risk users by automating compliance reporting, managing outsourcing risk, providing secure *and* efficient access to remote infrastructure and controlling vendor access.

Xceedium solutions have gained wide acceptance in both the private and public sector, due largely to leading technologies specifically developed to address increased outsourcing and strict compliance regulations. Xceedium GateKeeper is deployed in the largest enterprise and government IT environments, as well as in branch offices, SMBs, departments and managed service providers. An ever-expanding client base includes household names in financial services, retail, healthcare, managed IT services and other key verticals, as well as strong representation across a wide spectrum of U.S. government and military IT facilities.

Xceedium is headquartered in Jersey City, N.J. For more information, visit [www.xceedium.com](http://www.xceedium.com), or email to [info@xceedium.com](mailto:info@xceedium.com).

#### **About COMPUTERLINKS**

COMPUTERLINKS, with offices across Europe, North America and Asia, is a specialist distributor of Internet technology solutions offering world-wide capabilities. Backed by an operation in Europe with over 20 years experience in IP-based solutions, COMPUTERLINKS is unique in its level of knowledge of the Internet technology markets, and offers experienced technical, sales and marketing support.

COMPUTERLINKS does not sell direct to the end-user community or possess its own reseller arm. It operates through a network of reseller partners, including VARs, OEMs, systems integrators, ASPs and ISPs providing the channel with reliable, supported solutions from the worlds best authoring companies. For more information, visit [www.computerlinks.com](http://www.computerlinks.com).

SOURCE Xceedium, Inc.

Published Dec. 2, 2008  
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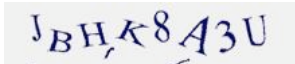
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