

## AvePoint and PC-WARE to Offer Comprehensive Microsoft SharePoint Solutions throughout EMEA

### ***Partnership expands the delivery of SharePoint software solutions and consulting services for organizations in EMEA deploying Microsoft SharePoint Products and Technologies***

*Munich, Germany — December 1, 2010 —* AvePoint, the world's largest provider of infrastructure management software solutions for Microsoft SharePoint Products and Technologies, today announced a partnership agreement with PC-WARE, one of the largest manufacturer-independent Information and Communication Technologies (ICT) solution providers in Europe. PC-WARE will serve as an AvePoint value-added reseller, and both companies will work together to integrate their complementary product offerings and services for enterprises throughout the Europe, Middle East, and Africa (EMEA) region.

"We are extremely excited to join forces with PC-WARE", said Ron Miles, AvePoint's Director of Sales for EMEA. "PC-WARE is truly a market leader in Europe with regard to offering extensive consulting, solutions, and services for organizations throughout EMEA. Its dedicated SharePoint team – with highly trained, certified experts – meshes well with AvePoint's solutions for organizations wishing to robustly protect, efficiently manage, seamlessly integrate, and optimize their SharePoint deployments. As a result of this partnership, organizations throughout EMEA have a dedicated partner with a comprehensive understanding of SharePoint proven practices as well as deploying AvePoint's solutions."

AvePoint's flagship product, the award-winning DocAve Software Platform, is a comprehensive infrastructure management and protection solution for SharePoint Products and Technologies. With a unified, browser-based user interface and a fully distributed architecture, DocAve offers more than 25 independently deployable modules for SharePoint data protection, administration, replication, migration, archiving, deployment management, reporting, storage optimization, and content lifecycle management.

PC-WARE is one of Europe's leading manufacturer-independent ICT solution providers and is one of only five Microsoft Large Account Resellers (LAR) in EMEA. Also offering a broad range of consulting, solutions, and services with its dedicated team of certified SharePoint experts, PC-WARE has delivered successful projects for renowned EMEA-based organizations deploying SharePoint, including MT Aerospace AG and Kassenärztliche Vereinigung Nordrhein.

"We understand that collaboration is one of the most in-demand topics today and that it will only become more important in the future. AvePoint offers some of the strongest solutions in the market for SharePoint infrastructure management and data protection, and we are very delighted about the start of this partnership. It will help us broaden and intensify our expertise in the field, and provide access to outstanding solutions for our customers – particularly those with critical applications and large SharePoint environments", said Dr. Klaus Elsbacher, Chief Executive Officer of PC-WARE.

To learn more about this partnership, or about the products and services by AvePoint and PC-WARE, please visit AvePoint at <http://de.avepoint.com> and PC-WARE at <http://www.pc-ware.de>.

### **About AvePoint**

AvePoint is a global technology company and software innovator headquartered in the United States. Since its founding in 2001, AvePoint has become the world's largest provider of infrastructure management software solutions for Microsoft SharePoint Products and Technologies. Propelled by the world's largest SharePoint-exclusive research & development team, AvePoint is the premier provider for EPG, SMB, Mid-Market and Government organizations demanding the most powerful and flexible infrastructure management solutions for their SharePoint environments and assets. AvePoint's award-winning DocAve Software Platform is recognized as the industry standard for comprehensive and scalable SharePoint backup and recovery, administration, replication, migration, archiving, deployment management, reporting, storage optimization, and content lifecycle management.

AvePoint is headquartered and maintains its principal engineering center in Jersey City, NJ, with wholly owned sales and engineering centers in the USA - San Jose, Los Angeles, Seattle, Chicago, Washington DC, Houston, Boston; Ontario, Canada; Melbourne, Australia; London, United Kingdom; Munich, Germany; Johannesburg, South Africa; Tokyo, Japan; Singapore; and China - Beijing, Changchun, Dalian. AvePoint's global team, fortified by an expansive network of certified partners, helps more than 6,000 enterprise customers – including many Fortune 500 companies and government agencies – to protect, manage,

optimize, and integrate their mission-critical SharePoint environments. AvePoint is a Depth Managed Gold Certified Microsoft Partner and GSA provider.

### **About PC-WARE**

PC-WARE is one of the leading manufacturer-independent ICT service providers in Europe, as well as a market leader in its first core business (license, license agreement consulting, software and IT asset management). PC-WARE is among the five Microsoft LARs (large account reseller) for the entire EMEA region (Europe, Middle/Middle East and Africa).

Furthermore, PC-WARE offers a wide consulting, solution and service spectrum in the software environment, ranging from analysis and design through implementation, 24 x 7 MultiVendor helpdesk to learning services for topics including virtualization, IT security, systems management, communication and collaboration (with unified communications, Microsoft Exchange, SharePoint solutions), and software asset management.

PC-WARE has subsidiaries in 26 countries throughout Europe, Africa and Asia (CN, KZ), with approximately 1,700 employees serving business customers from medium-sized businesses, public administrations, and global customers.

### **AvePoint Media Contact:**

Laura Sellmansberger – Marketing Manager  
AvePoint  
Tel: +49 89 20 80 39 665  
Email: [Laura.Sellmansberger@AvePoint.com](mailto:Laura.Sellmansberger@AvePoint.com)

### **PC-WARE Media Contact:**

Janine Stoye – Corporate Communications Manager  
PC-WARE  
Tel: +49 341 2568 160  
Email: [Janine.Stoye@pc-ware.de](mailto:Janine.Stoye@pc-ware.de)

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