



Jo Miller  
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1nService

## IPANEMA TECHNOLOGIES Joins 1nService

*1nService continues to expand its collaborative community reach with newest member, Ipanema Technologies*

**Bellevue, Wash.** – March 25, 2011 – 1nService, the leading network of advanced technology integrators with aggregate sales in excess of \$1.5 billion, is pleased to announce the addition of [Ipanema Technologies](#), the industry leader in WAN Governance solutions and application-centric VPN services as one of their newest supplier members.

Ipanema's commercial strategy is indirect and based on three essential players: network integrators, outsourcers and managed service providers, and telecom operators. Ipanema Technologies works with many of the world's largest telecom providers (Orange Business Services, BT, C&W Worldwide, Tata, Colt, Easynet, KPN, etc.) and enterprises across business and public sectors.

On joining 1nService, Ipanema Technologies aims to develop new revenue channels with U.S. networking companies and Service Providers to support its global presence and expansion in U.S. Peter Cary, Vice President and General Manager, North America for Ipanema Technologies stated, "We are excited to be working with the 1nService community. Ipanema provides an excellent platform for partners to develop value-added service offerings around our fully-integrated WAN Governance solution, which includes full application visibility, dynamic QoS & Control, WAN acceleration/optimization and hybrid network unification with multi-tenant 'carrier-class' capabilities. Ipanema has been enabling WAN Governance for many years through our partners and we believe that it is a core requirement for successful public or private cloud deployments. Today's ever-changing technology landscape, from the rapidly increasing adoption of cloud computing to the growing complexity within IT operations, is driving the need for more intelligent solutions to dynamically align global networks with IT transformation and business priorities. [WAN Governance](#), a strategic and business-driven approach to network management within IT Governance, will become even more critical for executives to achieve business goals."

Ipanema enables any large enterprise to institute WAN Governance for aligning and automatically managing WAN performance according to business objectives. Ipanema solutions guarantee business application performance and continuity in a cloud computing world—anytime, anywhere.

Jo Miller, Executive Director of Partner Relations adds, "Ipanema is a strategic addition to the Supplier Member part of our community because the Ipanema WAN Governance System enables large enterprises to have full control and optimization of their global networks; private cloud, public cloud or both. Ipanema solutions will be a great added value to our members serving their enterprise clients."

**About Ipanema Technologies:** [www.ipanematech.com](http://www.ipanematech.com)

The Ipanema System enables any large enterprise to have full control and optimization of their global networks; private cloud, public cloud or both. It unifies performance across disparate networks. It dynamically adapts to whatever is happening in these networks and guarantees constant control of critical applications. It is the only system with a central management and reporting platform that scales to the levels required by service providers and large enterprises. With solutions used extensively by many of the world's largest telecom providers and enterprises across business and public sectors, Ipanema controls and optimizes close to 100,000 sites among 1,000 customers.

**About 1nService**

1nService is the leading international community of advanced technology integrators that through collaboration and trusted partnership, delivers high-value technology solutions that solve businesses most pressing needs. The 1nService community's \$1.5 billion combined global sales, offers great leverage in applying the collective skills of members to deliver any technology, anywhere, anytime. 1nService members receive tremendous access to new customers, markets, sales opportunities, and collaborate through best practice sharing. The collective strength of 1nService allows its members to compete against the largest integrators. 1nService is the community leading the next generation of technology delivery and service through a formal governance model. For more information on how 1nService ([www.1nService.com](http://www.1nService.com)) can help accelerate your business and generate revenue contact Rick Caparco, [rcaparco@1nService.com](mailto:rcaparco@1nService.com), or call 401-871-8226.

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