



163 EMERGING TECH DYNAMOS

EXCLUSIVE CRN RESEARCH

Buckle up and get ready to drive new business by teaming with an emerging vendor. Innovative products, top-notch technical support and higher margins are just a partnership away.

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| COMPANY | TECHNOLOGY SECTOR | | | | | | | DESCRIPTION OF PRODUCT LINE | RECRUITMENT GOAL REACH | COMPANY'S IDEAL PARTNER |
|--|-------------------|------------|----------|----------|----------|---------|----------------------|--|--|--|
| | Hardware | Networking | Security | Services | Software | Storage | Virtualization/ VoIP | | | |
| Highly Reliable Systems Reno, Nev. | | | | | | • | | Tapeless backup products based on Serial ATA hard drives | U.S., specifically New Mexico, Wyoming, Montana, North Dakota, South Dakota, Maine, Arkansas, Arizona; Canada | VARs that cater to SMBs (100 seats or fewer) |
| IC Intracom Tampa, Fla. | • | | | | | | | Intellinet Network Solutions offer a broad range of active and passive networking products from routers and switches to racks and cabinets. | U.S.; EMEA | Networking specialists and integrators focused on SMB markets |
| iDashboards Troy, Mich. | | | | | • | | | iDashboards offers a comprehensive business intelligence dashboard solution to present realtime information. | North America; South America; EMEA; Asia-Pacific | Partners with strong vertical or application-specific expertise and a broad technical aptitude with a solid track record and client base |
| Imprivata Lexington, Mass. | | | • | | | | | Imprivata OneSign integrates identities and events between Physical Access Systems to enable location-based authentication. | Expects to double North American partner ranks; looking to grow worldwide partners to 200 by end of 2007 | Partners that understand security, networking and have a good mix of products and services revenue and sales and technical professionals |
| In Win Development Taiwan, Calif. | • | | | | | | | Manufacturer of computer chassis, power supplies and digital storage devices | U.S., specifically the East Coast and Central; Latin America | Systems integrators that need solid quality and inexpensive components to build computer solutions for government, education and channel |
| Index Engines Holdel, N.J. | | | | | | • | | Total enterprise discovery solution, allowing online or offline retrieval of content via its SAN, LAN or Tape Index Engine products | U.S. | Partners interested in seeking revenue from the electronic discovery market |
| Insightix Framingham, Mass. | | | • | | | | | Insightix solutions enable an enterprise to see its entire IT infrastructure and control the devices accessing and operating on its network. | East Coast (Boston, New York, New Jersey), South (Atlanta), Midwest (Chicago, St. Louis, Minneapolis), Northern California | Partners that deliver critical IT systems that rely on complete and realtime contextual network information, such as NAC, IPS/IDS, and more |
| Intronis Technologies Englewood Cliffs, N.J. | | | | | | • | | eSureIT is an online backup service that allows you to backup your valuable computer data over the Internet. | U.S.; Canada; U.K. | IT consultants with a broad customer base that have solid relationships with their end-user customers |
| Ipswitch Lexington, Mass. | • | | | | | | | Ipswitch is a leading developer of network management, secure file transfer and messaging solutions. | Worldwide | Solution providers that provide customer-centric end-to-end networking monitoring, e-mail and/or FTP solutions |
| iStor Networks Irvine, Calif. | | | | | | • | | The iS325 Storage System integrates GigaStor storage controller with enterprise-class performance and scalable technology. | U.S. | Partners specializing in network or storage deployments |
| JasperSoft San Francisco | | | | | | | • | JasperSoft BI Suite is a stand-alone open-source business-intelligence solution for workgroups and small organizations. | BI partners and one open-source partner in each major U.S. city, and a partner focused on government and education | Integration partners with BI or open-source experience |
| Kace Mountain View, Calif. | • | | | | | | | KACE KBOX appliances are affordable solutions that manage, monitor and control the full life-cycle of end-nodes from deployment to retirement. | U.S.; EMEA; Asia | Geographically focused VARs skilled in sales and support of desktop and server life-cycle management for the Fortune 100,000 market |
| Kaseya St. Helens, N.J. | | | | | • | | | Managed Service Automation software lets VARs and organizations manage distributed IT infrastructure with one integrated Web-based platform. | Worldwide | VARs, systems integrators and IT outsourcers that want a proactive, recurring revenue, managed service model |
| Kaspersky Lab Woburn, Mass. | | | • | | | | | Kaspersky Lab delivers immediate protection against IT security threats, including viruses, spyware, crimeware, hackers, phishing and spam. | North America | VARs and systems integrators committed to providing premium network security solutions and significantly growing their existing security practice |
| Kazeon Systems Mountain View, Calif. | | | | | | • | | Kazeon's products are a comprehensive portfolio for unstructured information management, supporting legal discovery, enterprise reporting and data security. | Worldwide | VARs focused on delivering professional business solutions |
| LeftHand Networks Boulder, Colo. | | | | | | • | | LeftHand's SAN/iQ platform lets customers build enterprise-class iSCSI SANs on their choice of hardware from leading vendors. | Selective recruitment in North America and Europe | Partners with an established storage/networking practice, a focus on midtier enterprise accounts, and have service revenue of at least 20 percent |
| Lightspeed Systems Bakersfield, Calif. | | • | | | | | | Fully integrated network security solution for schools, including content filtering, spam management, antivirus, extensive reporting and message journaling | U.S., specifically Arizona, Nevada, Florida and the Northeast | Statewide or regional educational partners with sales and engineering staff; existing relationships with K-12 school districts required |
| LogLogic San Jose, Calif. | | | • | | | | | LogLogic's appliances capture, index and store log data from any source and make it available for forensics, reporting and compliance. | U.S.; Canada; Latin America; Europe | Security advisers to midmarket and emerging enterprises that can consult and implement solutions around log management, PCI, SOX, HIPAA, others |
| LogMeIn Woburn, Mass. | | | | • | | | | Provides secure remote access, support and administration to mobile professionals, help desk and system administrators worldwide | Primarily U.S., Canada and U.K. through December 2007; recruiting efforts for France and Australia will begin in 2008 | MSPs and IT consultants that want to bring productivity-enhancing IT services and Web applications to SMBs |
| LPI Level Platforms Ottawa | | | | | • | | | Remote monitoring, management product designed specifically for VARs to achieve recurring revenue, lower services costs, superior customer response | North America; Europe; Asia-Pacific | Solution providers that cater to the SMB market |
| Marathon Technologies Littleton, Mass. | | | | | • | | | EverRun high-availability line protects Windows apps from leading sources of downtime, eliminating the need for costly, complex failover processes. | North America; Asia-Pacific; EMEA | ISVs, OEMs, VARs, system integrators and consultancies in verticals, including manufacturing, financial, media and broadcasting, and gaming industries |
| Marshal Atlanta | | | • | | | | | Provides comprehensive e-mail, Internet gateway security solutions that help businesses secure their networks and comply with policies and regulations | U.S., specifically the Northeast, Southeast, North Central, South Central and West | Security-centric, midtier VARs with focus on consultative sales, addressing middle to large enterprises |
| Meru Networks Sunnyvale, Calif. | | • | | | | | | Wi-Fi-certified WLAN systems enable the All-Wireless Enterprise, delivering a single wireless infrastructure for business-critical applications | North America; EMEA; Asia-Pacific | Partners capable of delivering WLAN solutions for enterprise, government and education customers |