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CHELSIO LAUNCHES ENHANCED WORLDWIDE CHANNEL PARTNER PROGRAM

High-Impact Program Offers Partners Tools and Training for Success in High-Growth Markets

SUNNYVALE, CA – March 15, 2016 – Chelsio Communications, Inc., a leading provider of high performance Ethernet adapters for storage networking, virtualized enterprise data centers, cloud service installations, and cluster computing environments, today announced a new, enhanced worldwide channel program, providing partners with added resources to take advantage of opportunities in high-growth markets such as Microsoft Private Cloud, GPU Computing, Software-Defined Storage, Hyper-Scale Computing, and OpenStack. Chelsio channel partners can access valuable tools and collateral through the Channel Partner program, in addition to blueprints for building cloud and storage infrastructures, and professional training.

“We’re upgrading our channel program to provide partners with the kinds of support, tools, and training they require to exploit new high-growth markets and stay competitive,” said Danny Gur, vice president of sales for Chelsio. “The Chelsio reseller program is our assurance to offer an outstanding channel program that supports an empowered, productive and profitable channel ecosystem.”

Through the [Chelsio Accelerate! Partner Program](#), channel partners are equipped with pre-packaged, high-performance end-to-end industry-standard Ethernet interconnect solutions for enterprise and cloud applications, including software for storage and application acceleration. Chelsio 40G iWARP (RDMA/TCP) server adapter solutions are in production today in GPU applications; as a fabric for clustered storage for Lustre and other storage applications; for Microsoft Azure Stack storage; for HPC applications, and for remote replication and disaster



recovery. Chelsio 40GbE Unified Wire adapters enable all-flash and hybrid storage arrays with industry-leading iSCSI target performance while being fully compatible with the existing iSCSI ecosystem and seamlessly supporting the routability, scalability and reach advantages of iSCSI.

The program has the support of [Avnet, Inc.](#), a leading global technology distributor and Chelsio partner. “Chelsio has been a driving force enabling the convergence of networking, storage and clustering traffic over 10Gb Ethernet,” said Jeff Ittel, senior vice president, Avnet’s embedded organization. “By leveraging the Chelsio Channel Partner Program, we’re better positioned to support our customers’ needs for industry-standard, high-performance networking solutions.”

“The fresh elements offered through Chelsio’s distinctive channel program are a revitalizing addition and add great value to Exxact and our customers,” said Nick Chen, director, business development, Exxact Corporation. “Chelsio is not only providing rewarding incentives to us as channel partners but also strengthening our ability to execute through innovative solution offerings.”

About Chelsio Communications

Chelsio is a recognized leader in high performance (10G/25G/40G/50G/100G) Ethernet adapters for networking and storage within virtualized enterprise data centers, public and private hyperscale clouds, and cluster computing environments. With a clear emphasis on performance and delivering the only robust offload solution, as opposed to simple speeds and feeds, Chelsio has set itself apart from the competition. The Chelsio Unified Wire fully offloads all protocol traffic, providing no-compromise performance with high packet processing capacity, sub-microsecond hardware latency and high bandwidth. Visit the company at www.chelsio.com, and follow the company on [Twitter](#) and [Facebook](#).

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