

# WALL STREET JOURNAL

## FatPipe Included in Gartner Magic Quadrant for WAN Optimization Controllers

FatPipe Networks – Mon, May 13, 2013 10:13 PM SGT

SALT LAKE CITY, UT-- (Marketwired - May 13, 2013) - FatPipe Networks, the only global provider of next-generation Multi-line WAN optimization, and Network Redundancy and security solutions, today announced it has been positioned by Gartner, Inc. in the 2013 Gartner Magic Quadrant for WAN Optimization Controllers(1). FatPipe has nine patents and over 150 technologies claims relating to multi-line intra-corporate networking technology.

According to Gartner, "The WAN optimization market continues to mature with increasing feature standardization, though with differences in real-world performance. Current innovation is on form factors and platforms with WAN optimization migrating toward powerful branch office platforms or to an optimized WAN cloud."

Changing market conditions such as Cloud Computing will allow FatPipe to thrive with its unique multi-line solution. FatPipe is the only vendor to deliver multi-line WAN optimization, redundancy, and security solutions all from the same device. By accelerating traffic over multiple lines using compression, caching, quality of service (QoS), and de-duplication techniques, FatPipe's technologies create

highly resilient, secure and efficient networks for its customers. Gartner adds, "Combining WAN optimization on top of this (path selection) platform can provide a tightly integrated solution."

"FatPipe is pleased to be recognized in the Magic Quadrant for WAN Optimization Controllers with its products that provide a combination of WAN optimization with multi-line WAN load-balancing, failover, security and Quality of Service for a highly converged WAN edge product line," said FatPipe CTO Sanch Datta. "FatPipe's vision of providing more than just WAN Optimization puts us at the forefront of this market. We are able to fully meet the needs for the modern corporate network as businesses continue to move to cloud based services and open more branch offices. Now more than ever FatPipe is well-positioned for success. We are pleased that Gartner has included us in our first year of release of WAN optimization products, even though we did not submit the customary application for inclusion in the Magic Quadrant."

To qualify for the 2013 WAN Optimization Controller Magic Quadrant, vendors' products needed to include traffic management capabilities, such as WAN QoS classification, enforcement or traffic shaping; compression, bandwidth

reduction capabilities, including compression, caching and/or data de-duplication; generic protocol acceleration (for TCP or HTTP, for example); application- or higher-level protocol-specific optimization features, such as acceleration of the Common Internet File System (CIFS) file-sharing protocol. Vendors also needed to have global installations and support capability.

FatPipe continues to add to its WAN Optimization capabilities and has released additional features since Gartner's last evaluation of FatPipe in 2012. FatPipe offers a complete suite of WAN optimization solutions - - standalone, virtual or in combination with its multi-line technology with support for optimizing protocols used in corporate networks. FatPipe has also been expanding its marketing and sales presence in global markets with offices in Europe, Asia-Pacific and Africa. FatPipe is the inventor of the category of products that automatically, intelligently and seamlessly fail over lines and VPN, thin client, VoIP and video sessions when ISPs, physical lines or components unexpectedly fail, without BGP. FatPipe also increases bandwidth for end users by aggregating multiple lines of similar or disparate speeds, as well as higher levels of security with its patented SmartDNS and MPsec technologies. FatPipe can aggregate line

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speeds up to 10 Gb/s making it the most robust, most deployed product in the world for multi-line redundancy and reliability.

(1) Gartner "Magic Quadrant for WAN Optimization Controllers," by Joe Skorupa, Mark Fabbi, and Bjarne Munch, 29 April 2013

### About the Magic Quadrant

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### About FatPipe Networks

FatPipe networks is the inventor and multiple patents holder of Wide Area Network (WAN) optimization, redundancy and security products, specializes in providing solutions that transcend Internet and other Wide Area Network (WAN) failures to maintain business continuity. FatPipe has offices in the United States, Mexico,

Australia, United Kingdom, Germany, Nigeria, India and Malaysia with over 700 resellers worldwide including most national resellers in the US. For more information, please visit <http://www.fatpipeinc.com>.

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