

Panasas Announces Winners of its 2017 Accelerate Partner of the Year Awards

Annual award recognizes leading resellers for significant contributions to global growth

SUNNYVALE, CA – February 22, 2018 – Panasas®, the leader in performance scale-out network-attached storage (NAS), today announced the winners of its 2017 Panasas Accelerate Partner of the Year awards. The annual award recognizes leading resellers for their exceptional contributions to winning new business, for their year-over-year growth and for expanding Panasas' global customer base in key industry verticals.

"Much of our success in 2017 can be attributed to the work of smart, effective partners in every theater of our sales operations – in the Americas as well as overseas in EMEA and Asia," said Philip Crocker, senior director of global channel marketing and business development at Panasas. "When we broadened our CRN 5-star rated *Panasas Accelerate* partnership program in 2017 to include all geographies, I felt it was fitting to recognize partnership leaders in the various key categories that underpin our global business. We value all our partnerships around the world and especially thank our award winners for their tenacity and commitment to our mutual customers' success."

This year's winners include:

Essex Technology Group, Inc.

Panasas Accelerate Newcomer of the Year 2017

"At Essextec, we like to partner with blue-chip companies that share our vision of creating the extraordinary," said Jim Torney, president and chief executive officer of Essextec. "The right technology partners help us deliver the right business solutions. Panasas has a stellar reputation in the manufacturing sector, where we now partner to help deliver world-class business solutions for computational fluid dynamics (CFD) workflows. We are honored to have been recognized by Panasas during the early stages of working together and see this as a great foundation to grow our mutual business together."

General Microsystems Inc.

Panasas Accelerate Americas Manufacturing Partner of the Year 2017

"We are celebrating our 35th anniversary as a trusted advisor to large commercial and public-sector customers, and this award is the perfect way to start the year," said Earl Overstreet, founder and president of General Microsystems Inc. "Working with Panasas, we have found a company that shares our vision and values. GMI is honored to be recognized as the Panasas Americas Partner of the Year 2017."

MEGWARE Computer Vertrieb und Service GmbH

Panasas Accelerate EMEA Manufacturing Partner of the Year 2017

"We are tremendously proud at MEGWARE to have been working successfully with Panasas for over 10 years, jointly developing manufacturing customers in the electronic design automation (EDA) and CFD segments across Germany," said André Singer, chief operating officer of MEGWARE. "German companies like to work with local partners that can represent the most elegant and reliable IT solutions based on world-class technology. Panasas has been a consistent solution partner over the years, and we're extremely happy to have been named as their EMEA Manufacturing Partner 2017."

TVAR Solutions LLC

Panasas Accelerate Federal Partner of the Year 2017

"We are thrilled to be recognized by the Panasas Accelerate partner program for the second consecutive year," said Dave Saunders, president and chief executive officer of TVAR Solutions. "Panasas' ability to simply and effectively manage massive volumes of data and easily scale to meet the future data storage needs of our customers played a big factor in our success in 2017."

Veristor Systems, Inc.

Panasas Accelerate Americas Media & Entertainment (M&E) Partner of the Year 2017

"At Veristor, we take a holistic approach to our customer engagements, bringing a spirit of partnership and collaboration as we serve as an experienced guide along the path to technology transformation and business success," said Ashby Lincoln, president and chief executive officer at Veristor. "It's this customer-centric viewpoint, along with our passion for all things IT, that has been the driving force behind our success. We are honored to have been named by Panasas as their M&E Partner of the Year 2017, during our first year of engagement."

XMA Ltd.

Panasas Accelerate EMEA HPC Partner of the Year 2017

"Once again, we are pleased to be collaborating with Panasas, most recently at Rutherford Appleton Laboratories," said Andrew Veal, head of research and high-performance computing (HPC) at XMA Ltd. "We have enjoyed working together over several years on some truly demanding HPC workloads where the technical excellence of XMA staff combined with the acclaimed performance, manageability and scalability of Panasas ActiveStor have delivered world-class research storage capabilities. So, it's especially thrilling to be named EMEA HPC Partner of the Year 2017 with several significant joint projects already under our belts."

About the Panasas Accelerate Partner Program

The Panasas Accelerate partner program brings together a world-class community of profitable and successful channel partners who leverage the strength of the Panasas ActiveStor[®] product portfolio to support our customers in their quest to bring big ideas to market. The program balances aggressive front-end discounts and deal-registration fidelity with an attractive 'marketing-seed' demo-system initiative to help drive partner-led proof of concepts (POCs). Allied with the company's joint demand-generation activities, the Accelerate program drives mutual net new accounts, annuity income and highly attractive back-end rebates in an environment that focuses on the Panasas tradition of exceptional customer service.

About Panasas ActiveStor

As the only plug-and-play parallel-storage file system in the market, ActiveStor supports the most demanding workflows with ultrafast streaming performance, true linear scalability, enterprise-grade reliability and unparalleled ease of management. Its modular architecture includes customizable, flexible components that can easily adapt to meet dynamic business needs, allowing users to grow quickly and within budget. ActiveStor is delivered as a fully integrated, clustered network-attached storage (NAS) appliance, incorporating flash and SATA storage nodes, the Panasas PanFS[®] distributed performance-optimized parallel file system and the Panasas DirectFlow[®] and industry-standard client protocols. For more information about how the Panasas ActiveStor solution can drive your business, visit <https://www.panasas.com/products/>.

About Panasas

Panasas is the performance scale-out NAS leader for unstructured data, driving industry and research innovation by accelerating workflows and simplifying data management. Panasas ActiveStor appliances leverage the patented PanFS storage operating system and DirectFlow protocol to deliver performance and reliability at scale from an appliance that is as easy to manage as it is fast to deploy. Panasas storage is optimized for the most demanding workloads in life sciences, manufacturing, media and entertainment, energy, government as well as education environments, and has been deployed in more than 50 countries worldwide. For more information, visit www.panasas.com.