



## Press Release

# Telindus and NetApp sign a collaboration agreement to provide agile and highly optimized datacenters

Luxembourg, 30 September 2010 – As part of an ongoing partnership, Telindus and NetApp signed a collaboration agreement to leverage architecture in order to deliver cloud-based services to the local market.

“Following the recent launch of our Infrastructure as a Service (IaaS) offer, our goal is to evolve towards a dynamic, highly efficient and responsive datacenter adapted to the business needs of our customers” says Gérard Hoffmann, Chairman & Managing Director of Telindus Luxembourg. “NetApp have the products and solutions that enable us, together with our other strategic partners, to deliver a multi-tenant, unified cloud architecture on the market.” he continues.

Cloud computing based services have been increasing in popularity as the benefits for companies have become evident. More and more companies have recently become interested in adopting cloud computing due to the agility and flexibility it provides. The model allows you not only to move ICT expenses from CAPEX to OPEX, but also minimizes the risk factors associated with initial ICT investments. “Our customers are compelled to innovate in order to stay competitive. It is because we understand the challenges they face that we have put in place solutions coherent with their imminent needs” says Christian Haux, Marketing and Sales Director for Telindus Luxembourg, “we can only do it by teaming up with partners with whom we share the same vision of the market. NetApp is such a partner,” he adds.

“For years, NetApp’s commitment has been to create innovative storage and data management solutions that accelerate business breakthroughs and deliver cost efficiency. It’s a commitment we want to assume together with top partners like Telindus” says Jan Vleinckx, Belgium & Luxembourg regional manager for NetApp. “We choose our partners carefully, according to very strict accreditation criteria and to their ability to leverage our solutions and turn them into a unique value proposition for our customers. Telindus Luxembourg meets all of these requirements and is therefore our Strategic Partner in the Grand-Duchy” he concludes.

## About Telindus Luxembourg

*Telindus Luxembourg is the ICT branch of the Belgacom Group for the Grand-Duchy of Luxembourg and provides solutions to a variety of private and public-sector companies for more than 30 years. Its fields of expertise include enterprise networks and connectivity, datacenters, security, collaboration, applications and mobility. The company achieved telecommunication operator status in the beginning of 2009. [www.telindus.lu](http://www.telindus.lu)*

## About NetApp

*NetApp creates innovative storage and data management solutions that accelerate business breakthroughs and achieve outstanding cost efficiency. Discover our passion for helping companies around the world go further, faster at [www.netapp.com](http://www.netapp.com).*

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