

FOR IMMEDIATE RELEASE

Lifeboat to Distribute Komprise

Lifeboat enables resellers and customers to harness rampant unstructured data growth with Komprise Intelligent Data Management

Eatontown, NJ (May 9, 2018) — Lifeboat Distribution, an international value-added distributor for virtualization, security, business continuity and emerging technologies, announced today a distribution agreement with Komprise, an industry-leader in intelligent data management that empowers businesses to efficiently manage today's massive scale of data growth across any NAS, Flash, Object and Cloud storage, while unlocking data value.

Lifeboat will sell Komprise to help partners with their customers that continue to see complexity around managing environment that are both cloud and on-prem.

“As more environments use on-prem and cloud for storage and applications, Komprise makes it easy for companies to efficiently plan storage capacity, identify and transparently archive cold data,” added Dale Foster, Executive Vice President, Lifeboat Distribution. “They can also create a low-cost DR copy, migrate data and shrink backups to save costs. We see tremendous value in the solution Komprise offers to the ever changing environment of on-prem and cloud environments.”

“We were looking for a Value-Added Distributor with a focused approach aimed at introducing new emerging technologies, rather than traditional mainstream solutions,” said Zach Edwards, Director of Channels. “Komprise is very excited to be working with Lifeboat Distribution and their dedicated sales team, marketing resources, and seasoned leadership team. With their strong focus on Komprise's offering, we know they will help us grow the market by introducing and enabling strategic Enterprise Resellers who are looking for an industry leading Intelligent Data Management Solution to help drive incremental value, revenue, high profits and market share”.

Those interested in distribution services and solutions should contact Lifeboat by phone at +1.800.847.7078 (US), or +1.888.523.7777 (Canada), or by email at sales@lifeboatdistribution.com.

ABOUT LIFEBOAT DISTRIBUTION

Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ: WSTG), is an international value added distributor for virtualization/cloud computing, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. The company helps vendors recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, and build profitable product and service businesses. For additional information visit www.lifeboatdistribution.com, or call 1.800.847.7078 (US), +1.732.389.0037 (International), +1.888.523.7777 (Canada), or +31.20.210.8005 (Europe). Follow Lifeboat Distribution on LinkedIn, Facebook and Twitter @LifeboatVAD.

ABOUT KOMPRISE

Komprise, the industry-leader in intelligent data management across clouds, empowers businesses to efficiently manage today's massive scale of data growth while unlocking its value. The Komprise mission is to radically simplify data management through intelligent automation. Komprise is used by enterprises to intelligently manage data at scale. Komprise has won numerous awards including Gartner Cool Vendor in Storage Technologies, CRN Tech Innovators 2017, CIO Review 20 Most Promising Storage Solutions. For more information, go to <https://www.komprise.com>.

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