

**FOR IMMEDIATE RELEASE**

**MAXTEC PERIPHERALS TO RESELL SPECTRA LOGIC ARCHIVE AND BACKUP PRODUCTS IN SOUTH AFRICA**

**Allows Maxtec to Address the Needs of Enterprise Clients with its Partners**

**Johannesburg, Gauteng, South Africa—16 May 2011**—Maxtec Peripherals, announced today that it has joined Spectra Logic's SpectraEDGE Channel Partner Program. As a SpectraEDGE channel partner, Maxtec Peripherals now offers Spectra's tape- and disk-based archive, backup and disaster recovery solutions to its customers throughout South Africa.

Maxtec's 25 years experience in this market and its successful promotion of enterprise tape products makes this a perfect fit for its portfolio. Maxtec will offer Spectra Logic's full range of solutions.

"Spectra Logic's ability to compete in the enterprise market is clear from *Storage* magazine/*SearchStorage.com's* [2010 Quality Awards](#) for enterprise and midrange tape libraries, , where Spectra libraries won first place in all 14 categories," said George Talbot, managing director, Maxtec Peripherals.

Maxtec is joining SpectraEDGE as an Elite partner. SpectraEDGE provides benefits to its partners that are closely aligned with the revenue and responsibilities that they fulfill. SpectraEDGE was recognized by Everything Channel as exceptional in its [2011 Partner Program Guide and received its highest Five-Star rating](#).

"Spectra Logic offers its partners customized recruiting and training to prepare them for success with the Spectra Logic product line. We work personally with each of our new channel partners to build a successful and profitable partnership for every reseller," said Molly Rector, Spectra Logic's vice president of worldwide marketing and product management. "SpectraEDGE channel partners also benefit from in-depth training for system engineers and sales staff, as well as increased joint end-user events, product promotion campaigns and co-marketing programs."

SpectraEDGE is a multi-tiered channel partner program that offers partners detailed, individual channel programs, aggressive pricing, attractive margins, account registration protection, and 24x7 online educational training through Spectra University. SpectraEDGE was launched in 2008 and its partner base has grown to more than 500 partners worldwide, with recent notable growth in the United States, Canada, Latin America, India and Europe.

**About Spectra Logic Corporation**

At Spectra Logic we define, design and deliver innovative data protection through tape, deduplication and disk-based backup, recovery and archive storage solutions. By igniting innovation we challenge expectations of the data protection market with intelligent, integrated, and simple to use backup and archive technologies. Spectra's tape library product line swept *Storage* magazine/*SearchStorage.com's* 2010 Quality Awards for enterprise and midrange tape libraries, winning first place in all 14 categories. Throughout our 30-plus year history we have delivered high-density, feature rich storage with unmatched service and support to customers worldwide. For more information, visit [www.SpectraLogic.com](http://www.SpectraLogic.com).

**About Maxtec**

Maxtec is a purveyor of storage and networking security solutions that meet a complete spectrum of enterprise requirements.

The company was established in 1986 and has evolved its offering from the provision of PC storage solutions when the need arose for safe, reliable and accessible storage of information in the 1980's to that of a vendor of systems that meet the security requirements (storage and networking) of clients of any size. This is done in conjunction with our well qualified reseller partners.

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