



**FINAL – to be distributed on Oct. 5, 11:55 am ET**

## **Kaminario Selects ECS Computers to Support its Asia Expansion**

*Kaminario and ECS to participate at Cloud Expo Asia, Singapore, Booth N65*

NEEDHAM, Mass., Oct. 5, 2017 – [Kaminario](#), a leading all-flash storage company, today announced the appointment of ECS Computers (Asia) Pte Ltd. [ECS] as its authorized distributor for Southeast Asia. Recently recognized as a leader in the 2017 Gartner Magic Quadrant for Solid-State Arrays, Kaminario is looking to grow in the region given their already strong presence with Software as a Service (SaaS) providers, consumer internet applications, and managed private cloud services. ECS is a subsidiary of VSTECS, the leading information technology product distribution and services company in Asia Pacific.

ECS will distribute the full range of Kaminario’s solutions including the latest Gen6 K2 all-flash array. The K2 Gen6 received highest ranking for three out of five use cases compared to 19 all-flash arrays evaluated in Gartner’s 2016 Critical Capabilities Report. K2 Gen6 is backed by Kaminario ForeSight™, the industry’s most comprehensive business assurance program. With nearly 200 resellers signed onto Kaminario ACCELERATE, a global channel partner program, Kaminario pursues a channel-first go-to-market model that is deeply committed to ensuring joint customer success and partner profitability.

“The appointment underscores our commitment to Singapore which serves as our springboard into the rest of the region,” said Itay Shoshani, chief revenue officer, Kaminario. “Businesses here are increasingly focused on driving digital transformation. It is an opportune time for us to bring our technology to customers and help them cost-efficiently manage storage, along with the performance, scalability, and agility needed to achieve their objectives. ECS has an excellent track record and extensive reach in the reseller market across the commercial and government sectors. We believe our partnership with their experienced enterprise team will drive value to our customers and deepen our traction in Asia.”

“The growing demand in cloud-scale and database-driven application is fueling the rapid adoption of all-flash storage to run on-demand applications,” said Sebastian Chong, president, ECS Computers (Asia). “With our aligned strategy to play in the mid to large enterprise space, we will work closely with Kaminario to identify customers that need performance in the multi workload environment and online SaaS environments. We see a lot of synergy in this partnership and will help Kaminario to leverage our established and efficient infrastructure to propel their growth in the region.”

Kaminario and ECS will be at Cloud Expo Asia 2017 held on Oct. 11 and 12, 2017 at Marina Bay Sands Expo and Convention Center in Singapore.

# kaminario.

## **About Kaminario**

Kaminario, the leading all-flash storage company, is redefining the future of modern datacenters. Its unique solution enables organizations to succeed in today's on-demand world and prepares them to seamlessly handle tomorrow's innovations. Only Kaminario K2 all-flash array delivers the agility, scalability, performance and economics a datacenter requires to deal with today's cloud-first, dynamic world and provide real-time data access — anywhere, anytime. Hundreds of customers rely on Kaminario K2 to power their mission critical applications and safeguard their digital ecosystem. Headquartered in Needham, MA, Kaminario works with an extensive network of resellers and distributors, globally. For more information, please visit [www.kaminario.com](http://www.kaminario.com).

## **About ECS Computers (Asia)**

Established in 1985, ECS Computers (Asia) Pte Ltd is a member of the VSTECS Group. As a leading ICT distributor in the Asia Pacific region, VSTECS has access to a network of more than 25,000 channel partners across China, Thailand, Malaysia, Singapore, Indonesia, the Philippines, Cambodia and Myanmar. The VSTECS Group is listed on the Hong Kong Stock Exchange (0856.HK).

ECS Computers provides a comprehensive range of ICT products and services through its three core businesses - Enterprise Systems, IT Services and Distribution. Integrated solution offerings from industry-leading ICT vendors are provided to customers through its wide and established channels.

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