

# News Release

## Arcplace and Tech Data co-operate on Cloud Backup

*Leading Swiss IT distributor extends its portfolio with Arcplace Cloud Backup services.*

**Zurich, 26th May, 2011**

Arcplace AG, a Swiss service provider in the digital archiving and backup solution sectors will be selling its cloud backup services Backup Pro and Backup Enterprise via the Tech Data (Schweiz) GmbH dealer network. With some 6,000 resellers, Tech Data one of the largest IT distributors in Switzerland. As part of a special reseller programme, Tech Data resellers can now offer a cloud backup option that guarantees them extra sales in the long-term without the need to invest in development and infrastructure.

As a leading distributor, Tech Data (Schweiz) GmbH has received numerous requests from its sales partners for an online backup service with data management in Switzerland. This demand prompted a search for a suitable partner.

“We chose the cloud backup services from Arcplace as we were totally amazed by the technology, simplicity, high level of security and scalability. The services also came highly recommended, we are very happy with our choice,” comments Ernő Zovanyi, Product Manager at Tech Data (Schweiz) who is looking forward to being able to offer these professional services to his dealers and their end customers. Participation in the reseller programme is simple and once registered each dealer is capable of activating, managing and monitoring the service for their customers. Arcplace and Tech Data provide the tools and the necessary expertise for the successful sale of cloud backup services.

Robbert Spierings, Managing Director of Arcplace, also has a very positive outlook of the joint venture: “The collaboration with Tech Data (Schweiz) will enable resellers of all sizes to offer their customers an attractive and straightforward online backup service quickly.” He adds, “Arcplace is convinced that the close relations already in place between customers and resellers will help online backup services to be correctly positioned and optimally integrated into existing IT environments.”

You can find more information about the services at: [www.arcplace-backup.ch](http://www.arcplace-backup.ch)

### About Arcplace AG

Arcplace AG is a Swiss provider of Scanning, digital Archiving and Backup solutions for the enterprise market. By combining state-of-the-art technology with innovative delivery models, such as Online, Cloud and Managed Services, Arcplace is able to offer companies of all sizes high-end solutions at attractive conditions. Arcplace’s goal is to build solutions that improve efficiency, minimize risks and reduce overall IT costs. Alongside its solutions, Arcplace offers specialized consulting services to help organizations in all the phases of a project.

Arcplace AG is a privately held company with a share capital of 1 million Swiss Francs and a team highly experienced in developing, implementing and operating IT solutions and services in Switzerland and abroad. Since the company’s foundation in 2006, Arcplace has successfully deployed Archiving and Backup solutions for over 150 companies across Switzerland and has developed a unique portfolio of Online Backup, Archiving and Scanning Services. [www.arcplace.ch](http://www.arcplace.ch)

## Arcplace and Tech Data co-operate on Cloud Backup

### About Tech Data (Schweiz) GmbH

The Tech Data Corporation (NASDAQ GS: TECD) is one of the largest technology wholesalers in the world. Using its fully-developed logistics services and value-add services, Tech Data helps over 125,000 resellers in more than 100 countries to respond to individual technology requests from end users efficiently and cost-effectively. The company has its headquarters in Clearwater, Florida (USA). In the financial year ending on 31 January 2011, Tech Data achieved sales revenue of USD 24.4 billion and was placed 109th in the FORTUNE 500® list.

More detailed information is available at [www.techdata.ch](http://www.techdata.ch) / [www.techdata.com](http://www.techdata.com)

#### Contact Arcplace:

Arcplace AG  
Robbert Spierings  
Wiesenstrasse 14  
CH-8008 Zurich

Tel. +41 44 260 80 00  
Fax: +41 44 260 80 01

[r.spierings@arcplace.ch](mailto:r.spierings@arcplace.ch)  
[www.arcplace.ch](http://www.arcplace.ch)

#### Contact Press Agency:

GlobalCom PR-Network GmbH  
Wibke Sonderkamp / Martin Uffmann  
Münchener Str. 14  
D- 85748 München/Garching

Tel. +49 89 360 363-40/-41

[wibke@gcpr.net](mailto:wibke@gcpr.net) / [martin@gcpr.net](mailto:martin@gcpr.net)  
[www.gcpr.de](http://www.gcpr.de) / [www.gcpr.ch](http://www.gcpr.ch)