

India's First 'ADC on a Subscription' Model Launched by Array Networks in Partnership with Crayon

- Global SaaS market to grow from \$49 billion in 2015 to \$67 billion in 2018, the 'pay as you use' model will give access to a new market segments
- Cloud-based application service providers to benefit : security that does not impact performance
- Cost-effective new alternative for the enterprises - reducing capex by opting for opex model

BANGALORE, India — October 5, 2016

Array Networks Inc., a global leader in application delivery networking, today announced a strategic tie-up with Crayon to offer Array's application delivery controllers on a 'pay as you use' software subscription basis, which is first of its kind in India. With the availability of ADC as software, the service providers will be able to ramp up quickly and address the market effectively.

"Partnership with Array Networks is coming at exciting times as the global SaaS market is set to grow quickly. Array has the product portfolio along with a flexible approach which is tuned to the market needs. They also have globally proven reliability with leading cloud providers, enterprises, and the public sector," said **Vikas Bhonsle, CEO, Crayon Software Experts India Pvt Ltd.** *"Complimenting Array's technological knowhow, Crayon has a vast channel network of service providers, system integrators and enterprise community who would greatly benefit from our offerings."*

With the projection of global SaaS market to grow from \$49Billion in 2015 to \$67Billion in 2018, the 'pay as you use' model will give access to a new market segment. This model will help cloud-based application service providers to get the best of both worlds: security that does not impact performance. Also, this will provide cost-effective new alternative for the enterprises looking for reducing capex by opting for opex model.

"Array is known for providing innovative products and solutions as well have unmatched prominence for next generation technology and Crayon has proven worldwide leadership in cloud and SAM domains. With this tie-up, we are looking to get wider market access and to expand our customer base," said **Shibu Paul, Regional Director (IN, GCC & SEA) at Array Networks.** *"With the 'pay as you use' model for ADCs, service providers can now offer differentiated services to enterprises and increase their margins."*

Array Networks is redefining the ADC value proposition for SaaS providers by providing a streamlined platform that is more scalable and adaptable to application requirements. Array's SaaS-oriented ADCs eschew complex management and the distraction of irrelevant legacy features for a streamlined approach that best meets the demands of cloud-based application service providers.

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About Array Networks

Array Networks is a global leader in application delivery networking with over 5000 worldwide customer deployments. Powered by award-winning SpeedCore® software, Array solutions are recognized by leading enterprise, service provider and public sector organizations for unmatched performance and total value of ownership. Array is headquartered in Silicon Valley, is backed by over 250 employees worldwide and is a profitable company with strong investors, management and revenue growth. Poised to capitalize on explosive growth in the areas of mobile and cloud computing, analysts and thought leaders including Deloitte, Red Herring and Frost & Sullivan have recognized Array Networks for its technical innovation, operational excellence and market opportunity. To learn more, visit www.arraynetworks.com

About Crayon: Crayon is a trusted partner to Customers, offering complete software lifecycle management services – through domain prowess, expert resources and World Class SAM practise. They are operating in 22 markets servicing over 7,000 direct customers and reach over 1 Million Customers through their channel business.

As the global leader in software asset management (SAM), Cloud, Volume licensing, and associated consulting services, Crayon is a trusted advisor to many of the globe's leading organizations. Through their unique People and tools they help optimize client's technology estates within the new hybrid cloud world.

Crayon has a Unique Cloud Acceleration Platform includes of

1. Consulting and services DNA
2. Unique SAM to cloud capabilities
3. Dedicated cloud and channel - Specific focus on ISV
4. Own IP and Cloud M&A
5. Best Channel enablement platform: Cloud-iQ

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