

FOR IMMEDIATE RELEASE

NoviFlow Signs Reseller Agreement with Cubro Acronet GmbH to Expand Channel Partner Footprint to Europe

BARCELONA, SPAIN – February 26th, 2015 – [NoviFlow Inc.](#), a leading provider of high-performance OpenFlow-based switching solutions, today announced that it has signed a reseller agreement with Cubro Acronet GmbH, expanding its channel partner program to include Europe. Since its start two years ago, the program has evolved to include a diverse range of channel partners spanning over a dozen countries in three regions – North America, Asia Pacific (including Japan, South Korea and Taiwan) and now Europe. All partners share NoviFlow’s goal to bring the most powerful Software Defined Networking (SDN) solutions to network carriers, data center operators and enterprises.

The newly expanded program reaffirms the clear demand for SDN and Network Functions Virtualization (NFV) equipment from organizations of all sizes across the globe and throughout various business segments. The expansion of NoviFlow’s channel presence allows partners to meet their customers’ needs for high-performance SDN solutions, to complement their SDN controllers and applications. NoviFlow’s channel partners are selected specifically to provide the highest quality of support in this fast evolving marketplace and technological solution space.

“Working with our distributors and channel partners, we’ve seen increasing demand for high-performance, programmable OpenFlow switches from network carriers, enterprises and data center operators around the globe,” said Dominique Jodoin, President and CEO of NoviFlow Inc. “We look forward to working with Cubro Acronet to bring to Europe the industry’s broadest support of the OpenFlow 1.3 specification, including all actions, instructions and match fields, as well as key OpenFlow 1.4 features. We’re committed to expanding our footprint through our value added reseller community across the globe to deliver the capabilities and performance needed by intensive, leading-edge SDN and NFV applications and to help relieve the burden of vendor lock-in.”

According to Christian Ferenz, President and CEO of Cubro Acronet: “With its focus on providing the best possible high-performance OpenFlow data-plane products, NoviFlow is the ideal partner for Cubro to expand our existing carrier, data center, and enterprise technology offerings and SDN based solutions.”

Cubro Acronet joins existing NoviFlow partners Network Value Components Ltd. (Japan), Inno-Tech Network & Service Inc. (Taiwan), NAIM Networks, Inc. (South Korea) and Envision LLC (USA). NoviFlow’s partner program offers a generous discounting structure, a simple deal registration program, and a collaborative sales and support model that rewards NoviFlow channel partners and helps them build a long-lasting practice for the next era of networking.

You can meet NoviFlow and their partner Cubro Acronet at NoviFlow's booth (7H41) at Mobile World Congress in Barcelona, Spain, March 2nd to 5th, 2015. For more information about how to become a part of NoviFlow's channel partner program, please visit: <http://noviflow.com/sales>.

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About NoviFlow

NoviFlow Inc. provides high-performance OpenFlow-based switching solutions to network carriers, data center operators and enterprises seeking greater control and flexibility over their networks. NoviFlow has offices in Sunnyvale CA, Seattle WA and Montreal, Canada. For more information, please visit www.noviflow.com. Follow NoviFlow on Twitter [@NoviFlowInc](https://twitter.com/NoviFlowInc).

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About Cubro Acronet:

Cubro specializes in Network TAPs and Packet Brokers for monitoring applications as well as SDN solutions. Our advanced functions and features combined with intuitive control software enable network operators to perform unique and flexible monitoring and network optimization tasks. Cubro is a privately held company based in Vienna, Austria. For more information please visit www.cubro.net.

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