



TECH ACCESS BROADENS NETWORKING PORTFOLIO WITH 3COM

Tech Access, the region's leading value add distributor has inked an agreement to team with 3Com in the MENA region, a leader in providing secure, converged voice and data networking solutions that reduce network complexity and cost for businesses of all sizes.

Through its partnership with Tech Access, 3Com is looking to capitalize on the growth of the Middle East technology market. To capture the imagination of enterprises across the GCC, 3Com has turned to a distributor with a glowing reputation for installing turnkey solutions, and providing a range of additional services such as pre-sales, marketing, professional services, training and certification and technical support to its reseller base across MENA.

Tech Access will distribute the complete range of 3Com's wireless access products, standalone and stackable switches, powerful core switches, interoperability-tested routers, standards-based convergence applications and IP phones. The agreement provides Tech Access valued partners with access to the full range of 3Com's networking internet products.

Tech Access is a value-add distributor with the expertise to supply and support the entire range of 3Com's products and solutions, from entry-level through to enterprise requirements. This agreement provides the MENA IT market with access to world class networking and internet products backed up by Tech Access's reputation of providing reliable and cutting-edge solutions to its partners and resellers.

"Tech Access is a valuable asset to the 3Com family of distributors throughout EMEA. We have already built up a great working relationship with Tech Access and they have in place a first class reputation in the Middle East market. Tech Access is already making considerable progress and has trained a dedicated team of Presales and Post-sales engineers to compliment the existing sales and support teams", states Hamed Diab, 3Com Regional Sales Manager MENA. "It's a great win-win for our companies and, more importantly, it will provide Tech Access partners with access to a comprehensive line of innovative, reliable, and affordable networking internet solutions. We believe in **SECURE CONVERGED NETWORK SOLUTIONS**".

"Being ad Distributor for 3Com's internet solutions will bring us closer to our enterprise customers with the need for security, convergence and networking. Customers are looking for high-end yet cost effective internet networking solutions that provide an open-systems approach and yet be at the leading edge of internet networking technologies. The product portfolio from 3Com fits perfectly into our strategy of providing solutions that end users need to run their businesses", adds Guru Prasad, Business Development Manager - Tech Access FZ-LLC. "With the high level of professionalism and knowledge that we have already seen from the 3Com team, along with industry leading solutions, I am confident that 3Com's range of internet solutions will enhance our offerings in the marketplace".



About 3com Corporation

3Com Corporation (NASDAQ: COMS) is a leading provider of secure, converged voice and data networking solutions for enterprises of all sizes. 3Com offers a broad line of innovative products backed by world class sales, service and support, which excel at delivering business value for its customers and close the gap between business growth and security risk with innovative, standards-based secure, converged networks. An award-winning intrusion prevention system and robust centralized management capabilities tie together the broad selection of end-to-end 3Com solutions—from the edge to the core of the network—from 3Com IntelliJack® switches for strikingly easy port expansion to secure wireless LANs, terabit core switches, stackable switches, WAN routers and IP telephony platforms. Supported by research, development and support services around the world, 3Com delivers communications systems that reduce network complexity and costs.

About Tech Access FZ-LLC

Established in April of 2000, Tech Access is a leading value-add distributor providing end-to-end business solutions to the enterprise and mid-market sectors with products and solutions from the most innovative networking, storage, hardware, software and security vendors in the IT industry. Head-quartered in Dubai Internet City and having branch offices in Cairo, Riyadh and Casablanca, Tech Access caters to a region covering 1.6 billion people with a GDP over US\$ 1.1 trillion. With operations in over 18 countries in the Middle East, Levant & North Africa, Tech Access uses its innovative reseller program – PartnerUp – to ensure that it effectively supports its resellers in all activities related with sales, pre-sales, post-sales and professional services. Tech Access believes in 'Test Before You Invest' approach to IT procurement. To enable this, it has a multi-million dollar 'Technology Center' at its Head Office in Dubai, where potential customers are assisted by its Pre-Sales and Professional Services experts in developing free of charge prototypes, giving the clients a chance to evaluate best of breed solutions before they make their investment decision. Tech Access is the Regional Channel Development Partner (CDP) for Sun Microsystems and value-add distributor for Symantec, Spectra Logic, Network Appliance, Business Objects, HP Software and 3Com's enterprise products and services.