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## Mellanox Delivers Enhanced Worldwide Channel Partner Program

*Award-winning program offers partners tools, training and blueprints for success in high-growth markets*

SUNNYVALE, Calif. & YOKNEAM, Israel--(BUSINESS WIRE)-- Mellanox® Technologies, Ltd. (NASDAQ: MLNX; TASE: MLNX), a leading supplier of high-performance, end-to-end interconnect solutions for data center servers and storage systems, today announced enhancements to its worldwide channel program, providing partners with added resources to take advantage of opportunities in high growth markets such as cloud, Web 2.0 and Big Data. Mellanox channel partners have access to important tools and collateral through the new [Mellanox channel partner portal](#), in addition to certified professional training courses and blueprints for building cloud and storage infrastructures.

"We're enhancing our channel program to provide partners with the tools, training and support they need to maximize new high-growth market opportunities and stay competitive," said Darrin Neil Chen, senior director, worldwide channels at Mellanox. "The Mellanox Channel Partner Program is based on our commitment to provide a consistent world-class channel program that promotes a value-based, enabled, productive and profitable channel ecosystem."

Mellanox channel partners are equipped with pre-packaged, high-performance end-to-end InfiniBand and Ethernet interconnect solutions, including software for network management and application acceleration. Solutions include Mellanox's Virtual Protocol Interconnect® (VPI) technology, which allows InfiniBand and Ethernet to co-exist on the same networking platform and enables simple migration as customers continue to scale to higher performance and cost-effective interconnect deployments.

"Tech Data customers are looking for efficient, high-performance and scalable interconnect technologies to satisfy their need for faster application performance," said Ken Griffin, vice president, Advanced Infrastructure Solutions (AIS) Storage Solutions at Tech Data. "By leveraging Mellanox's Channel Partner Program, we're able to better provide our customers with the fastest interconnect technology currently available."

"The new elements offered through Mellanox's unique channel program are a refreshing addition and add tremendous value to Advanced HPC and our customers," said Craig Swanson, vice president of sales, Advanced HPC. "Mellanox is not only providing rewarding incentives to us as partners but also strengthening our ability to execute through innovative solution offerings."

Recognizing Mellanox's increased investment in its worldwide channel program, [UBM Tech Channel](#) today named Darrin Neil Chen, senior director, worldwide channels at Mellanox as a [CRN 2013 Channel Chief](#). CRN's 2013 Channel Chiefs list of the most influential and powerful leaders in the IT channel recognizes executives directly responsible for driving channel sales and growth within their organization, while evangelizing and defending the importance of the channel throughout the entire IT Industry.

### Supporting Resources:

- Access the [Mellanox Channel Partner Portal](#)
- Learn more about Mellanox's FDR 56Gb/s InfiniBand [adapters](#), [switches](#), [management software](#), [acceleration software](#) and [cables](#)
- Learn more about [Mellanox's complete 10GbE solution](#)
- Learn more about [Mellanox's complete 40GbE solution](#)
- Follow Mellanox on [Twitter](#) and [Facebook](#)

### About Mellanox

Mellanox Technologies is a leading supplier of end-to-end InfiniBand and Ethernet interconnect solutions and services for servers and storage. Mellanox interconnect solutions increase data center efficiency by providing the highest throughput and lowest latency, delivering data faster to applications and unlocking system performance capability. Mellanox offers a choice of fast interconnect products: adapters, switches, software and silicon that accelerate application runtime and maximize business

results for a wide range of markets including high performance computing, enterprise data centers, Web 2.0, cloud, storage and financial services. More information is available at [www.mellanox.com](http://www.mellanox.com).

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**Mellanox Technologies, Ltd.**

**Press/Media Contact**

Waggener Edstrom

Ashley Paula, +1-415-547-7024

[apaula@waggeneredstrom.com](mailto:apaula@waggeneredstrom.com)

or

**USA Investor Contact**

Mellanox Technologies

Gwyn Lauber, +1-408-916-0012

[gwyn@mellanox.com](mailto:gwyn@mellanox.com)

or

**Israel Investor Contact**

Gelbart Kahana Investor Relations

Nava Ladin, +972-3-6074717

[nava@gk-biz.com](mailto:nava@gk-biz.com)

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