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FOR IMMEDIATE RELEASE

## **Avocent Enhances LANDesk Product Testing using Linktropy WAN Emulator**

### *Simulation of Customer Network Conditions Helps Troubleshoot Problems*

LOS ANGELES, CA (September 30, 2008) — Apposite® Technologies, the leader in easy-to-use, professional-quality, network simulation products, announced that by reproducing customer network conditions in the lab using Apposite's Linktropy® WAN emulator, Avocent has been able to enhance the customer support for its LANDesk network management products while saving on travel costs.

Avocent (NASDAQ:AVCT) is the developer of the LANDesk Management Suite of network management products. The LANDesk Management Suite allows users to automate systems and security management tasks and to manage all of their desktops, servers, and mobile devices from a single console.

The LANDesk Management Suite is used by customers across a wide variety of networks, from high-bandwidth private lines to long distance, low speed, or congested links. Consequently, when problems were reported from the field, replicating the issue could be challenging and in many cases customer technical support had no alternative but to dispatch a team to the customer's site.

Avocent investigated a number of network simulation products, and selected the Linktropy WAN emulator for its ease of use, high quality, and attractive pricing. "The Linktropy WAN emulator made it simple for us to dial-in the customer's link conditions and immediately see the impact on our software," explained Corey Ercanbrack, vice president of engineering, Avocent.

Linktropy WAN emulation appliances simulate link bandwidth, delay, packet loss, congestion, and other network impairments to emulate any type of wide-area network. Their unique combination of ease-of-use, test lab-level precision, and unmatched prices have made them popular with customer support teams as well as application developers and IT managers.

"The Linktropy WAN emulator paid for itself within days when we used it to replicate a satellite link to an off-shore oil rig where a customer was reporting a performance issue," said Ercanbrack. "By replicating the customer's environment in our lab, we were quickly able to determine that the high latency of the link was preventing our software from fully utilizing the available bandwidth. Not only did this help us avoid a costly trip for a developer and a support engineer, but once we identified the cause of the problem, the emulator made it possible to validate the fix before sending it to the customer."

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The new Linktropy Recorder and Player functionality now makes it even easier for support teams to replicate customer network conditions by capturing the actual latency and loss rate of the customer's network and replaying them through the Linktropy WAN emulator.

## **About Apposite Technologies**

Apposite Technologies makes WAN emulation easy by offering high-precision network emulation tools with unmatched ease-of-use at unbeatable prices. Apposite's Linktropy WAN emulation appliances simulate bandwidth, latency, loss, congestion, and other network impairments at up to 1 Gbps with fine-grained precision to provide accurate simulations of any type of wide-area network.

*Apposite Technologies – WAN Emulation Made Easy.*

For more information, see Apposite's website at <http://www.apposite-tech.com>.

## **About Avocent Corporation**

Avocent delivers IT operations management solutions that reduce operating costs, simplify management and increase the availability of critical IT environments 24/7 via integrated, centralized software.

Additional information is available at [www.avocent.com](http://www.avocent.com).

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