

MailStore Once Again Names EBERTLANG as VAD of the Year

MailStore distributor for the Germany-Austria-Switzerland region receives further award for exceptional sales figures

Viersen, Germany, 15 February 2015 +++ MailStore Software GmbH, the German specialist for legally compliant email archiving solutions, presented EBERTLANG, the MailStore distributor for the Germany-Austria-Switzerland region, with the 'VAD of the Year Award' today. Furthermore, 2015 marks the second year in a row that EBERTLANG has received this award, which is granted for extraordinary sales success – EBERTLANG is the MailStore distributor with the most sales worldwide.

Outstanding Results

This special distributor for infrastructure software, headquartered in Wetzlar, Germany, has very successfully marketed the MailStore Server email archiving solution in Germany, Austria, and Switzerland since 2010. In 2015 EBERTLANG was able to increase MailStore sales by 30 percent compared to the previous year. Sales to new customers also increased by 20 percent. The main success factors for this growth are a comprehensive training program based on field use, targeted marketing and sales events for acquiring new customers, exclusive partner events such as the 'MailStore Service Provider Edition Road Show,' and a high level of specialized consultation.

"EBERTLANG is a successful, dedicated partner that we have worked with for many years. Its team is quite familiar with our portfolio and also possesses the resources and expertise needed to provide our channel partners with the perfect level of support. They proved this again most remarkably last year. Our shared customers were supported with a superior level of commitment and the reseller network was expanded significantly. We are therefore very happy to once again name EBERTLANG as 'VAD of the Year'," says Tim Berger, General Manager of MailStore.

Volker Lang, Founder & Co-CEO at EBERTLANG, accepted the award on behalf of the entire team. He sees the award as renewed confirmation of the highly successful partnership: "We were able to achieve what we did over the past year thanks to our highly reliable partner, MailStore. They continued to stay in touch with trends in 2015 with all the upgrades they have offered. This continuous approach is popular with specialist retail partners and end users alike. We are all very happy to accept this award for our achievements over the past year, and we are highly motivated to reach additional milestones over the years to come."


About MailStore

MailStore Software GmbH, one of the worldwide leading manufacturers of email archiving solutions, is headquartered in Viersen, Germany (near Düsseldorf) and is a subsidiary of Carbonite (NASDAQ: CARB), the American backup specialist. Over 30,000 companies and public and educational institutions in 100 different countries have placed their trust in the products of this German specialist.

MailStore also offers a solution developed specifically for providers, the MailStore Service Provider Edition (SPE). This solution allows providers to offer their customers legally compliant email archiving as a managed service.

MailStore Home is another product in the portfolio that allows individual users to archive their personal emails. MailStore Home is currently used by over one million users worldwide.

Further Information

Information	Source
This press release in PDF format	www.mailstore.com/de/unternehmen-presse.aspx
Visual material for press release	
	<p>Award ceremony at EBERTLANG in Wetzlar, Germany: Tim Berger, General Manager Business, MailStore and Volker Lang, Co-CEO at EBERTLANG</p>
	www.mailstore.com/de/pressemeldungen/mediakit.zip
Product portfolio information	www.mailstore.com/de/mailstore-home.aspx
Contact	<p>MailStore Software GmbH Cloerather Strasse 1-3 41748 Viersen, Germany Tel.: (+49-2162) 502-990 Email: sales@mailstore.com www.mailstore.com</p>
Contact for Press	<p>Wilm Tennagel PR Manager Tel.: (+49-2162) 502-9911 Email: wilm.tennagel@mailstore.com</p>