

Universal Expands Global Reach With Westcon Group

September 9th, 2009

Universal e-Business Solutions Partners with Westcon Group to Provide Simplified Infrastructure Sourcing and Network Support

New York, NY – September 9th, 2009 –Universal e-Business Solutions announced that it has formally expanded its relationship with Westcon Group, Inc., the leading specialty distributor in networking, convergence, security and mobility, to simplify its multi-national deployments and to facilitate its growing global customer base. The multi-year agreement will allow Universal to better serve its global customers who seek a single point of contact for procurement, support and billing.

Westcon Group, which recently announced its GPS (Global Procurement Service) initiative, has the ability to reduce or eliminate many of the complexities that are common with international deployments. By partnering with Westcon, Universal will focus on providing 24x7 Network Operations Support its global customers while utilizing Westcon's Global Procurement System delivering high-grade, global ordering and procurement support.

"As our client relationships continue to expand around the globe, we needed a distributor who could serve as a single source for our multi-national deployments," said Anu Bhartiya, Managing Director of Universal e-Business Solutions. "Our clients have looked to us for our global monitoring with our dual NOC's for years. By working with Westcon, we are able to serve our customers' infrastructure needs more seamlessly. Since our founding, we have been focused on helping clients solve problems and this partnership is a key step in our global play to help customers win."

"By taking advantage of our GPS, our customers can focus on their core competencies while we focus on the deployment, logistics and compliance issues," said Chris Leeming, vice president – global business operations, Westcon Group. "Our GPS provides Universal with automated procurement support, which streamlines cross-border deployments and simplify the regulatory and financial complexities often associated with multinational equipment deals."

"Clients are reinventing themselves and looking for new ways to creatively and efficiently expand their businesses," said Chris Lischy, EVP of Sales for Universal "They also want a clearer line-of-sight from project conception to implementation. Westcon Group is a perfect fit for our clients as they adopt emerging technologies to better compete."

About Westcon

Westcon Group, Inc. is the leading specialty distributor in networking, security, mobility and convergence for leading technology vendors, including Cisco, Nortel and Avaya, Inc. Through its Westcon, Comstor and Voda One business practices, Westcon Group sells products and services to resellers, systems integrators and service providers. Westcon Group has particular expertise in the convergence of voice, data and video applications and technologies, including voice-over Internet protocol, or VoIP, security for networking and communications systems, remote access, Internet and e-business, virtual private networks, videoconferencing and wireless connectivity. For more information, visit www.westcongroup.com.

About Universal e-Business Solutions

Since 2000, Universal has enabled people to focus on their business, its productivity and competitive advantages. Our complete, managed services and advanced technology solutions deliver the confidence and cost effectiveness necessary to run and grown any business with less overhead and improved efficiency.

As a provider to some of the fastest growing firms in the New York area, Universal has been at the center of the Unified Communications and Advanced Data Center market delivering excellence and exceptionally high customer satisfaction. Universal provides lifecycle project management, expert industry consultants and high attention to detail supports hundreds of customer devices, users and installations with personalized services and 7x24, comprehensive monitoring and management.

Universal E-Business Solutions is a Cisco Gold Partner and provides complete Managed WAN Services, Network Operations Center monitoring, advanced IP communications, network infrastructure, security, mobility and data center solutions, consulting, design, deployment and support.

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