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Lifeboat to Distribute Cloudistics' Cloud Solutions
*Agreement will help Cloudistics develop a strong
partner community within their channel program*

Eatontown, NJ (February 21, 2018)—Lifeboat Distribution, an international value-added distributor for virtualization, security, business continuity and emerging technologies, announced today a distribution agreement with Cloudistics, a leading cloud software appliance company.

Lifeboat will sell Cloudistics' cloud solutions to its network of value-added resellers. Cloudistics goes beyond traditional HCI by delivering a turnkey enterprise cloud on-prem. Cloudistics interlocks and virtualizes network, storage, and compute, and then hides infrastructure from the user with application-focused control software. Through a software defined approach, Cloudistics provides customers the ability to focus on deploying, securing and managing their applications and services.

"Lifeboat is excited to partner with Cloudistics; one of the leading disruptive on-prem cloud solutions," said Dale Foster, EVP of Lifeboat Distribution. "There is complexity of managing hybrid environments and high cost to move data from cloud to on-prem. Cloudistics simplifies the experience and infrastructure to manage your environment on-prem as if it were public cloud."

"We are thrilled to be working directly with Lifeboat as the company has a strong track record and a renowned group of partners," said Terry Homan, Global Channel Sales Director of Cloudistics. "Through this agreement we look forward to working closely with Lifeboat to assist partners to quickly and easily modernize their IT infrastructure along their digital transformation journey."

Those interested in distribution services and solutions should contact Lifeboat by phone at +1.800.847.7078 (US), or +1.888.523.7777 (Canada), or by email at sales@lifeboatdistribution.com.

ABOUT LIFEBOAT DISTRIBUTION
Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ: WSTG), is an international value added distributor for virtualization/cloud computing, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. The company helps vendors recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, and build profitable product and service businesses. For additional information visit www.lifeboatdistribution.com, or call 1.800.847.7078 (US), +1.732.389.0037 (International), +1.888.523.7777 (Canada), or +31.20.210.8005 (Europe). Follow Lifeboat Distribution on LinkedIn, Facebook and Twitter @LifeboatVAD.

ABOUT CLOUDISTICS

Cloudistics, a cloud software appliance company, enables enterprises and service providers to deliver cloud services. Its software-defined technology natively converges network, storage, compute, virtualization, and management into a single platform to drive unprecedented simplicity in the data center. Customers can start with a base and scale to multi-site and multi-geo infrastructures with predictable economics and performance. With open and secure virtual networking, elastic all-flash storage, application orchestration and SaaS management, Cloudistics is the blueprint for application-optimized enterprise cloud infrastructures. Learn more at www.cloudistics.com or follow @cloudistics on Twitter.

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