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## **Xceedium Launches Global Partner Program to Expand its business to System Integrators and Resellers**

*New Market Requirements for privileged users offers partners opportunities' to grow compliance and security practices*

**JERSEY CITY, N.J. – May. 20, 2008** – Xceedium, a high growth company providing solutions for privileged user compliance and control, today announced that it has launched the Xceedium Xcelerate Partner Program to expand its market presence.

This new program is a comprehensive way for partners to quickly tap into the financial, utility, manufacturing and government markets and enhance their current security practices with both products and services.

“Now more than ever, our clients are demanding high security standards and partnering with Xceedium allows us to offer the solutions that address these needs,” said Donnie Downs, President of Plan B Technologies, Inc. “We look at our partnership with Xceedium not only as a way to provide clients with these solutions, but as a way to accelerate our revenue growth and expand into markets complementary to our current portfolio as well.”

“We have been very successful with our direct sales model and the high demand for our solutions has created this opportunity to expand our business,” said David Ballard, Vice President of Sales at Xceedium. “We are targeting a select group of partners with existing security practices that are looking for differentiators in key hot markets, such as PCI compliance, vendor access control, security for Citrix environments, and secure touch free support. Most importantly, we’ve put together a solid team dedicated to enabling and supporting these partners.”

Participation in the Xceedium Partner Program provides multiple sales, technical and marketing benefits:

- **Channel Commitment** – Xceedium is committed to providing market leading technology on which to build and grow a successful business around Xceedium products and services. In order to ensure partner success we have put together a dedicated team of partner resources to help partners quickly roll out and sustain their business.
- **Partner Portal** – The Xceedium partner portal provides an exclusive on-line repository of partner-specific sales, marketing and technical tools.
- **Dedicated Technical Support** – A separate 800 number to handle the real time needs of our partners. An exclusive Instant Messaging link directly to our technical support reps.
- **Opportunity Registration** – Partners can register their deals and receive all the support necessary to close the opportunity, provides price protection and will qualify them for additional margin.
- **Maintenance Renewals** – Xceedium will work with partners on renewal tracking and alerting to ensure regular, up to date maintenance for their customers.
- **Education** – Xceedium equips partners with all the necessary skills to sell and install the solution, delivering pre-sales tools right through to implementation training.
- **Field Support** – Xceedium works directly with partners in the field to ensure clients receive the highest level of service and education both prior to and following their deployment of the Xceedium solutions.
- **Joint Marketing** – Xceedium works with partners on joint press releases, seminars, tradeshow exhibits, conferences and webinars to increase their visibility in the marketplace.
- **Joint Development of Security Assessment Practice** – For Solutions Partners and Systems Integrators, Xceedium provides a comprehensive set of tools and services for risk assessment, policy creation and deployment, reporting and usage data for privileged users.

Xceedium channel and solution partners benefit from a comprehensive training process, including sales training and pre- and post-sales technical training. Additionally, partners at the Solutions Partner level receive Xceedium Security Assessment enablement training. Xceedium also offers a Referral Partner Program for those organizations that would like to recommend Xceedium Gatekeeper and Xceedium services to their customers.

For more information about the Xceedium Partner Program, please email  
partners@xceedium.com

**About Xceedium, Inc.**

Xceedium is a premier provider of solutions that cost-effectively and unobtrusively automate and validate controls for high-risk privileged and external users. This user group consists of system, network and database administrators who are highly skilled, use powerful access tools to do their jobs, work across the distributed heterogeneous infrastructure and have the greatest opportunity to cause real harm. The Xceedium GateKeeper™, its flagship product, provides unique technology that restricts users to authorized areas; compartmentalizes and contains these users; monitors, logs and tracks all activities; and provides an easy way to deliver reports to test controls for compliance. Large Fortune 500 and government clients rely on the Xceedium GateKeeper to balance IT audit and compliance requirements with the need for operational efficiency. The product supports PCI DSS, SOX, HIPAA and other regulations. The Xceedium GateKeeper is Citrix Ready and has achieved Common Criteria EAL-3, FIPS 140-2, Level 2 and JITC PKI/CAC certifications. Xceedium is headquartered in Jersey City, N.J. For more information, visit [www.xceedium.com](http://www.xceedium.com).