

## **Alternative Technology Adds Blue Coat Systems to Its GSA Schedule**

*By Mark Rieger / Alternative Technology*

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*Blue Coat WAN Application Delivery and Secure Web Gateway solutions are now available to government VARs on Alternative Technology's GSA schedule*

Englewood, Colo. Alternative Technology, a leading specialty distributor of thin-client/server-based computing, edge infrastructure, virtualization, and security solutions, today announced the addition of Blue Coat Systems, Inc. (Nasdaq: BCSI) to its government-approved procurement list. Blue Coat is a leader in WAN Application Delivery and Secure Web Gateway.

Blue Coat has made its primary product line available for authorized VARs to sell to federal, state, and local government entities via Alternative Technology's General Services Administration (GSA) schedule.

These products include:

- ? Blue Coat® ProxySG® appliances that accelerate and secure business applications
- ? Blue Coat® ProxyAV™ appliances for Malware Defense
- ? Blue Coat® ProxyRA™ appliances for SSL VPN
- ? Blue Coat® WebFilter™
- ? Blue Coat® Director™

“Federal, state and local government markets have a robust need to effectively secure Web communications and accelerate the delivery of mission-critical applications. Adding our solutions to Alternative Technology's GSA schedule enables us to better serve that marketplace,” said John Sellers, director of federal sales, Blue Coat Systems. “Our solutions allow users to provide integrated Web security, WAN optimization, video management and distribution, high availability and load balancing in the same appliance. Alternative Technology has an excellent reputation in the VAR community, particularly for its strong network infrastructure focus and its technical services and education programs, which enable VARs to more easily support federal, state, and local markets with GSA-approved products.”

“The addition of Blue Coat products to Alternative Technology's GSA schedule allows us and our channel partners to tap into the growing market need for WAN optimization and Web security,” said John Stubbs, vice president of business development, Alternative Technology. “Government agencies are looking for more performance and security within their WAN infrastructures and greater value for their expenditures. With Blue Coat leading-edge technology in this area, we can address their needs with off-the-shelf solutions.”

Blue Coat recently announced that it has achieved certification for EAL2+ level security under the Common Criteria Evaluation and Certification Scheme (CCS) and is in the process of certification for Federal Information Processing Standard (FIPS) 140-2.

### Media Contacts

For Alternative Technology

Mark Rieger

ProAmericas Marketing & Public Relations

markr@proamericas.com

303-520-4524

For Blue Coat Systems  
Steve Schick  
Blue Coat Systems, Inc.  
steve.schick@bluecoat.com  
408-220-2076

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#### About Alternative Technology

Alternative Technology is a leading specialty distributor for value-added resellers who need products and services targeted at thin-client/server-based computing, edge infrastructure, virtualization, security, and wireless markets. Driving the widespread adoption of leading-edge technologies by bridging the gaps between products and services to solve critical business problems, Alternative Technology identifies business issues that are key to its markets and offers multivendor solutions that drive demand back through its reseller partners. Alternative Technology, headquartered in Englewood, Colo., has offices in Ft. Lauderdale, Fla., Carlsbad, Calif., and Mississauga, Canada. Alternative Technology is a wholly owned subsidiary of Arrow Enterprise Computing Solutions. For more information, go to: [www.AltTech.com](http://www.AltTech.com), e-mail: [sales@AltTech.com](mailto:sales@AltTech.com) or call toll-free: 800.544.7674 (USA), or 866.240.9991 (Canada).

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