

Parallels Partners Support the Parallels Cloud Service Delivery Platform

Additional comments from Parallels partners about the products and services discussed at Parallels Summit 2013 include:

Application Packaging Standard (APS)

"Apptix is proud to be one of the first Cloud-based service providers to bring our growing solutions portfolio to market via APS, and we applaud Parallels leadership in bringing this open standard to life in an ever-growing ecosystem. Our investment in this standardized development effort enables us to accelerate time to revenue for channel partners who have invested in their own Parallels Automation platform. This enhances our channel relationships and cements our position as the premier provider of hosted communication and collaboration services." - David Ehrhardt, President and CEO, Apptix

"The APS standard is a key aspect for enabling Colt's indirect distribution channel strategy for cloud services. The Parallels Automation platform supports the delivery of Colt services to the SMB market through resellers. We also welcome Parallels into our Partner program which recognizes the importance that we place in working with Parallels to develop new channel-ready services." -- Andreas Kederer, Director Managed Services, Colt

Parallels Cloud Server

"What's really great about Parallels Cloud Server is that it gives any infrastructure provider a range of capabilities that previously were available only to Fortune 100 companies with huge budgets. . It gives us better Cloud Storage technology than we can get from Amazon, with maximum performance, stability, and extensibility – all at an affordable price, and since it allows us to upgrade our customers without incurring any downtime, it's better for them, too." – Christian Dawson, COO, [Servint](#)

"What I love about Parallels Cloud Server is that we can deploy cloud storage and high availability virtual private servers with the same skills and people we have for Parallels Containers and Bare Metal servers. That means we can do everything faster, better, and at a lower cost." – Jesús Pinazo, CEO, [AXARnet Comunicaciones SL](#)

"[Media Temple](#) has always relied on Parallels virtualization as a basis for our VPS services. We are very excited about Parallels Cloud Server and its ability to further improve our service availability while giving our customers a fully scalable storage solution at very competitive prices." – Russ Reeder, President and COO, Media Temple

Parallels Plesk Automation

"By selecting Parallels Plesk Automation from the innovation and market leader in control panel software, FlyingServers continues a long standing relationship that readies it for the future. . FlyingServers believes Parallels Plesk Automation will be the solution for leading hosting providers looking for a premier, scalable, and efficient clustered multi-server hosting solution." – Hans Kind, Managing Director and Founder, FlyingServers International

"It's quite impressive to see how quickly we've been able to configure and deploy the Parallels Plesk Automation management node, add service nodes, configure service templates, and roll new services out. Our customers benefit from a single Parallels Plesk Panel to access their distributed web and mail services – now all based on a scalable multi-server hosting environment. This will help us to grow our business, future proofing Myhost.ie to continue to offer a rock-solid and efficient hosting platform." – " Martin Saunders, Technical Director, Myhost.ie

Parallels Plesk Panel 11

"The excitement around new TLDs is growing, and our integration with Parallels helps validate this, Through these integrations, we're opening up the opportunity for a new group of businesses and consumers to become actively involved in the innovative gTLD market. eNom's session on new TLDs is aimed at educating attendees on this exciting time for the web." – Chris Sheridan, vice president of Business Development, eNom

Ecosystem and Independent Software Vendor (ISV) Partners

"We are thrilled to work with Parallels and bring CloudFlare's enterprise-grade performance and security to all Parallels Service Providers. We've made it simple for web hosts to generate new revenue, reduce operating costs

and provide their customers with faster and more secure websites. – Matthew Prince, co-founder and CEO, CloudFlare

“We are pleased to partner with Parallels to offer service providers the opportunity to leverage Dell’s OnDemand Migration for Email APS package — combining Parallel’s market-leading service provider platform with Dell’s fast, reliable email migration solution — to enable their SMB customers to quickly and easily onboard to Office365 or Service Providers own hosted exchange environment. This combination of Dell and Parallels technology affords service providers a hosted email migration solution that delivers fast time to value for their customers.” *Marvin Blough, executive director, Channel Sales and Alliances, Dell Software*

“As part of our continuing commitment to deliver the best virtual meeting experience to our customers and partners worldwide, PGI has integrated our GlobalMeet® Audio solution with the Parallels Application Packaging Standard (APS). With this initial APS-enabled release, Microsoft Office 365 Syndication Partners that utilize Parallels Automation can quickly and easily sell and provision GlobalMeet Audio for their Microsoft Office365 and Microsoft Lync Online customers – enabling these partners to meet the growing demand for integrated, best-in-class audio conferencing, while ensuring a seamless customer experience. Additionally, PGI plans to deliver our flagship web conferencing solution, GlobalMeet Web, to the Parallels Partner community later this year. –Tom Maurath, Vice President, Strategic Business Development, PGI

"Our successful APS package 'SpamExperts Integration', supports hosting providers with automatic provisioning of our full suite of email security services to end-clients. The ability and flexibility that resellers receive to automatically deploy all SpamExperts services (Incoming Filter, Outgoing Filter and Email Archiving) to their end-clients represents a tremendous opportunity to easily build new revenue streams. In addition to integration tools we offer for Plesk, the APS package allows Parallels Operation Automation (POA) users to directly bill end-clients for the email security products provisioned. We are excited about the Parallels platforms and appreciate our ongoing partnership in empowering hosting providers the best we can to serve the SMB market. " – Sam Renkema, CEO, SpamExperts

About Parallels

Parallels is a worldwide leader in hosting and cloud service enablement and desktop virtualization. Founded in 1999, Parallels is a fast-growing company with more than 900 employees in North America, Europe, and Asia.

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