



## Press release

Zentyal's international partner network to resell Ubuntu Advantage for desktop and servers

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## Publication date

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9<sup>th</sup> of November, 2011

## Summary

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Canonical and Zentyal announced today a partnership agreement that aims at taking Ubuntu Advantage to SMBs

From today, Authorized Zentyal Partners can deliver support to Ubuntu desktops and servers

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(Zaragoza, Spain) Zentyal, developer of the Linux small business server of the same name and Canonical, the organisation behind Ubuntu, announced today a partnership agreement to extend the availability of Ubuntu Advantage to SMBs through Zentyal's partner network.

"This agreement brings the services of Ubuntu Advantage to a much broader set of companies through utilising the Zentyal partners" said Andrew Cooper, EMEA Channel Manager, Canonical. "Zentyal has an extensive experience with small and medium-sized IT providers and SMB market in general and we firmly believe they can take Ubuntu to customers that Canonical cannot reach otherwise."

"This agreement offers a number of benefits to our partners and the over 1,000 IT providers with which we have started conversations" said Ignacio Correias, CEO, Zentyal. "From now on, our partners will not only provide high-value services based on Zentyal small business server, but they will be able to extend their offering to Ubuntu desktop and application servers based on Ubuntu, all within the same partnership agreement with us."

From today, authorized Zentyal Partners can also choose to sell Ubuntu Advantage products, with conditions very similar to the Zentyal-based products and services. Moreover, all those IT providers that do not reach the minimum requirements to become official Ubuntu partners, can do so through Zentyal.



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### **About Zentyal ([www.zentyal.com](http://www.zentyal.com))**

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Zentyal, developer of a Linux server of the same name, aims at providing small and medium businesses a professional, reliable and secure server solution, that is yet easy to use and affordable. To reach this goal, the company develops Zentyal server and provides support, services and solutions based on Zentyal server either through Authorized Partners or directly to end customers.

The Zentyal Linux server development began in early 2004 and today it is the open source alternative to Windows Small Business Server. Currently Zentyal server gets about 1,000 daily downloads and the project has an active community of more than 5,000 members. Likewise, it is estimated that there are over 50,000 active Zentyal installations all over the globe.

### **About Canonical ([www.canonical.com](http://www.canonical.com))**

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Canonical provides engineering, online and professional services to Ubuntu partners and customers worldwide. As the company behind the Ubuntu project, Canonical is committed to the production and support of Ubuntu – an ever-popular and fast-growing open-source operating system. It aims to ensure that Ubuntu is available to every organisation and individual on servers, desktops, laptops and netbooks.

Canonical partners with computer hardware manufacturers to certify Ubuntu, provides migration, deployment, support and training services to businesses, and offers online services direct to end users. Canonical also builds and maintains collaborative, open source development tools to ensure that organisations and individuals can participate fully in innovations within the open-source community. For more information, please visit the Canonical website.

#### **For additional information, please contact:**

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