

Andrew Cutting, Director of Channel Sales for North America, Paessler Recognized as 2017 CRN® Channel Chief

WAKEFIELD, Mass. and NUREMBERG, Germany, February 21, 2017 – [Paessler AG](#), the innovative network monitoring specialist, announced today that [CRN®](#), a brand of [The Channel Company](#), has named Andrew Cutting, Director of Channel Sales for North America, Paessler to its prestigious list of 2017 Channel Chiefs. The executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organizations through channel partners.

Channel Chief honorees are selected by CRN's editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community and strategies for driving future growth and innovation. Each of the 2017 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

Paessler's growth continues to be driven by its investment in the channel, with reseller sales growing 19 percent in 2016. The company added 45 new partners, hired additional personnel in the U.S., and launched both a new Partner Marketing Toolbox and a training platform to enhance partners' technical knowledge and sales skills. The company also issued a global survey of 650 administrators that highlighted the state of SMB IT, and participated in Interopnet at Interop Las Vegas. These programs enabled Paessler to continue capitalizing on demand in the SMB market for PRTG Network Monitor, the comprehensive network monitoring software that is relied on by more than 180,000 network administrators worldwide.

"Building and supporting our channel program is the key to our growth in North America, and we dedicated much of our time in the past year on initiatives for our strategic partners," said Andrew Cutting, director of channel sales for North America, Paessler. "In 2017, we plan to add more qualified personnel, onboard new strategic partners, work closely with existing partners and enrich our channel support programs."

The 2017 CRN Channel Chiefs list is featured in the February 2017 issue of CRN and online at www.crn.com/channelchiefs.

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@TheChannelCo names @paesslerAG's Andrew Cutting to @CRN 2017 Channel Chiefs list #CRNChannelChiefs
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For more information on Paessler AG and PRTG Network Monitor, please visit www.paessler.com.

About Paessler AG

Paessler AG's award winning PRTG Network Monitor is a powerful, affordable and easy-to-use Unified Monitoring solution. It is a highly flexible and generic software for monitoring IT infrastructure, already in use at enterprises and organizations of all sizes and industries. Over 150,000 IT administrators in more than 170 countries rely on PRTG and gain peace of mind, confidence and convenience. Founded in 1997 and based in Nuremberg, Germany, Paessler AG remains a privately held company that is recognized as both a member of the Cisco Solution Partner Program and a VMware Technology Alliance Partner. Learn more about Paessler and PRTG at www.paessler.com.

About The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert

consulting and education and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace.

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