

Paessler Expands Partner Program, Grows North American Channel Business 36 Percent in 2015

WAKEFIELD, Mass. and NUREMBERG, Germany, February 17, 2016 – [Paessler AG](#), the innovative network monitoring specialist, announced its preliminary financial results today, reporting another year of strong growth both globally and in North America, including a 36 percent increase in North American channel sales for 2015. Paessler’s commitment to the channel, led by a revamped partner program and new executive leadership, continues to be the source of the companies success in North America, again the company’s largest sales region.

Overall, Paessler increased sales by 34 percent worldwide and 20 percent in North America, with a 43 percent increase in worldwide reseller revenue. Paessler’s rapid sales growth enabled the company to expand its team by nearly 40 percent worldwide, including five major hires in the US across business functions, among them Andrew Cutting as director of channel sales for North America and Jeremy Stinson as senior field and channel marketing manager. Under Cutting’s leadership, Paessler introduced a new partner program that provided more targeted marketing support and increased protection of deal registration, and added a new license for managed service providers.

“In 2015 we demonstrated to our partners that we have a program that matches our first-rate product, PRTG Network Monitor. Our growth throughout the year was driven by continued improvements to our core product, with the help of our incredible user base, and a commitment to making our partners successful,” said Andrew Cutting, director of channel sales for North America, Paessler. “We have laid the groundwork for continued expansion in North America, and fully expect to report more substantial growth, in both sales and in the addition of new partners, at the end of 2016. With the help of our customers, partners, and our own development of PRTG Network Monitor, we will achieve our goals.”

Paessler had many highlights over the course of 2015, including:

- 564 new partners globally, with 57 new partners in North America
- Introduced a variety of new features and upgrades to PRTG, including expanded mobile options
- Released a free, 100-sensor license designed for SMBs and startups
- Received the Bench Tested Product of the Year award from *Network Computing UK*
- Won the Software Vendor of the Year award from *CRN UK*

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 vendor-neutral 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.

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