



# Welcome

WELCOME

# About ATEN

ATEN is a leading innovator and worldwide provider of high-quality KVM (keyboard/video/mouse) and remote connectivity products to manage servers, network devices, and IT infrastructure. ATEN provides local and remote server room and data center management solutions.

Over the years, ATEN has developed a broad range of solutions to meet the needs of key market niches, from Enterprise level data centers to SMB (small to medium business), to SOHO (small office home office), to the end-user's home desktop. Leveraging its leading-edge ASIC technology and VSE patents, ATEN's KVM and remote connectivity solutions offer the most comprehensive features and functionality. The custom-built ASIC chip is one of the company's unique differentiators, as it drives the product line's capabilities, and ensures reliability and quality.

With ISO9002 certified Research and Development facilities throughout the world, and uncompromising Quality Control departments at all facilities, ATEN stands poised to meet even the most stringent requirements of the most exacting customers.

ATEN products are available through all major distributors, online in USA and Canada, corporate resellers, Value-Added Resellers, and system integrators.

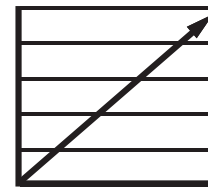




# Growth

Partner with an emerging company, with 25 years of consistent growth.

## YEAR OVER YEAR AVERAGE



**29%**  
Customer Growth

**33%**  
Revenue Growth

- An average of 50 new products launched annually
- Complete line of KVM, LCD Consoles, Remote Management, and Video Solutions
- Global company with sales and marketing offices in USA, Korea, Japan, Belgium, UK, and Taiwan and R&D centers in Canada, Taiwan, and China
- Awarded 2008 CRN Emerging Technology Vendor

**CRN**  
**emergingtech**





# Emerging

A sampling of publications and media that have covered ATEN.

**PC WORLD**

**CRN**

Cabling Business Magazine

**NETWORKWORLD<sup>®</sup>**

**Network Computing**  
For IT Bv IT

**CommunicationsNews**  
SOLUTIONS FOR TODAY'S NETWORKING DECISION MAKERS

  
**TechRepublic**

**eWEEK**  
BUILDING THE E-BUSINESS ENTERPRISE

**var Business** **ChannelWeb**





# Partnership

As a partner, we give you all the assistance, knowledge and tools to succeed.

## **Control over total cost of ownership**

- Free firmware upgrades
- No licensing fees

## **Unsurpassed customer service**

- Pre & post sales support with dedicated inside sales representative, territory account manager, and field application engineer

## **Superior product quality and reliability**

- 3 or 7 year standard on ATEN products
- Advanced replacement
- Less than 3% defective product rate

## **Channel Friendly**

- Convenient Product Evaluation program
- Effortless Not-for-Resale program
- Exceptional Partner Program
- Government & Education Discounts





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