



News release  
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## AVANQUEST SOFTWARE SIGNS PUBLISHING DEAL WITH PARALLELS INC.

### NEW RANGE OF WORKSTATION AND SERVER VIRTUALIZATION SOFTWARE TO BE LAUNCHED INTO UK CHANNEL

Avanquest Software, a leading developer and publisher of business and consumer software for the global PC market with operations in Europe, the U.S. and Asia, has announced a major publishing deal with Parallels Inc. The new agreement will see Avanquest publishing Parallel's industry-leading workstation and server virtualisation software titles across Europe.

The development of groundbreaking virtualisation solutions for both servers and workstations has helped to alleviate the cost associated with maintaining traditional IT infrastructures. Virtual IT infrastructures help companies to lower operating costs, improve user productivity and maximise the value of hardware by reducing the number of machines needed to complete critical tasks. With fewer machines, companies save time, energy and make more efficient use of physical space.

Avanquest will focus on three retail and enterprise products that will finally marry Windows, Linux and Mac OS on one machine signifying greater opportunities for productivity for all users. Initial activity will focus on the launch of the revolutionary Desktop for Mac, the first solution for Intel processor-based Macs that enables users to simultaneously run Windows XP and most other operating systems and applications in isolated 'virtual machines.'

Parallels offer three retail and enterprise targeted 'virtual machine' products:

- **Parallels Workstation** – a virtual machine solution allowing companies to run a variety of operating systems, including the entire Windows and Linux family on a single PC.
- **Parallels Desktop for Mac** - the first ever solution allowing Mac users to run any other operating system at the same time as Mac OS X – on any Intel Mac, without the need for re-booting.
- **Parallels Compressor** – a professional disk management tool that helps improve the performance of virtual machines and conserves hard drive space by compressing any Windows powered Parallels, VMWare or Microsoft virtual machine or server by 50% or more.

"Virtualisation is all about driving down a company's operating costs and making the most of existing hardware in order to improve productivity. The launch of these new products in Europe helps to further eliminate the barrier that previously kept Mac and Windows from effectively working together, side-by-side, simultaneously, on one computer." said Benjamin Rudolph, marketing manager of Parallels Inc.

Jon Silvera, Managing Director of Avanquest UK Consumer Division commented, "This agreement signifies good news for UK enterprise. Companies will be able to make more of their existing IT infrastructure without the worry of further large expenditure to keep it up to date. We are delighted to be working with Parallels and to add such advanced products to the Avanquest range."

#### **Notes to Editor**

The range of Parallel products will be available now from £39.99 (inc VAT) from [www.avanquest.co.uk/shop](http://www.avanquest.co.uk/shop)

For further information on Corporate Licensing visit [www.avanquest-licensing.co.uk](http://www.avanquest-licensing.co.uk)

#### **About Avanquest Software**

Avanquest Software is a global developer and leading publisher of best-selling personal and professional software designed for utilities, office productivity, communications and mobility worldwide. Headquartered in France, with operating units, subsidiaries and offices located in United States, France, Germany, Great Britain, Italy, Spain, China and Korea, Avanquest Software products are marketed in over 100 countries, through e-commerce, OEM partnerships and IT resellers. Founded in 1984 as BVRP Software and listed since December 1996 on Euronext (ISIN FR0004026714), Avanquest Software forms part of the Eurolist, NextEconomy segment and SBF 250 index. In 2005, Avanquest Software posted record financial results, with revenue of €70.6M (\$90.6M) and net income of €6.9M (\$8.8M). Additional information on Avanquest Software is available at <http://www.avanquest.com>.

#### **About Parallels Inc.**

Parallels is a server and workstation virtualization solutions company committed to building powerful, user-friendly, cost-effective products that can be used by anyone, from an experienced developer to a computer "newbie" to improve efficiency, lower hardware costs, and reduce operating expenses. The company's products all feature "hypervisor" technology for strong, stable virtual machines, and an intuitive web-like interface that facilitates quick set-up and usage. Additionally, Parallels solutions fully support Intel Virtualization Technology architecture, which is optimized to provide superior virtual machine performance. The company is rapidly growing and employs a global team of experienced technical and business professionals. For more information, please visit [www.parallels.com](http://www.parallels.com).

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