

## **CAMPBELL LEE SIGNS RE-SELLER AGREEMENT WITH NEVERFAIL GROUP**

**new partnership insists: "no longer any excuse for application downtime"**

Systems failure is no longer an option: Campbell Lee, Scotland's leading IT solutions provider, has signed a reseller agreement with Neverfail Group, a leading global software company providing affordable, high-availability solutions for the Wintel platform.

"This agreement is yet another example of Campbell Lee's commitment to providing our customers with a broader range of business continuity services," said **Jim Lee**, Group Managing Director.

"By teaming up with leading technology providers like Neverfail we are able to extend our business continuity portfolio, allowing customers to be better prepared in the event of a service interruption or full-scale disaster."

Campbell Lee's **Johnny MacKinnon** explained. "Designed for the Microsoft platform, Neverfail Group's products ensure 24/7 business continuity regardless of the cause of failure.

"Neverfail software solutions utilise a secondary server to ensure that, in the event of a failure or planned maintenance, services to the user are never reduced or eliminated.

"It's an intelligent application in that it doesn't just start another copy of the failed application on a different server. It's aware of the likely cause of the outage, the impact that has on the underlying network and active directory topology and the dynamic changes that are required to ensure clients stay connected."

**Wouter Senf**, Chief Technology Officer for the Neverfail Group, agreed: "Losing data or access to data for even a brief period of time can be costly to business in terms of lost productivity, revenue and reputation."



# Press Release

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**Neil Robertson**, CEO of Neverfail Group, added: "In a world that relies on electronic communication, application failures reduce productivity and harm business reputation - frequently without the organisation being aware of the damage until it is too late. There is no longer an excuse for application downtime."

Added MacKinnon. "We believe it will be a fruitful partnership because there is real synergy between us. Like Neverfail, Campbell Lee is committed to eliminating application downtime for the end user, delivering the assurance of business continuity, removing the commercial and IT management costs associated with system downtime and enabling the more productive use of IT resources."

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