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**For Immediate Release**

## **PKWARE Announces Channel Partnership with JCS & Associates**

**MILWAUKEE, WI (February 24, 2011)** – PKWARE, Inc., the provider of the only complete solution for managing, moving, storing and securing data across the extended enterprise, both internally and externally, has signed a channel partnership agreement with Ann Arbor, MI based JCS & Associates. As a PKWARE Premier Partner, JCS & Associates can now deliver the PKWARE Solution to its customers to manage the cost risks associated with data security breaches, avoid increased storage costs and improve service delivery.

For over two decades, PKWARE has provided the most efficient and effective total data management solution for enterprises, public sectors and end-users alike. “JCS is an established, well-credentialed security integrator and we’re extremely pleased to have them as a Premier Partner,” said Jim Dougherty, Vice President of North American Channels for PKWARE. “With deep expertise across server and desk-top security, JCS addresses a growth space for the PKWARE Solution and we look forward to mutual growth.”

“PKWARE’s products protect the gaps in moving, managing, and storing sensitive data. Their products augment our solutions and will allow for complete security of sensitive data in the virtualized, cloud, and data center environments. No matter who, how, or where a customer sends their data, or how complex the customer environment, they will have peace of mind knowing that it is encrypted and protected,” said Jim Shaeffer President and CEO of JCS.

JCS & Associates has been selling security products for over 20 years with a primary focus in Banking and Financial Services, Government, Healthcare, and Retail. JCS has always been a trusted security advisor to their customers. JCS & Associates serves a wide base of customers with emphasis on the unique security concerns of the healthcare, insurance, banking and finance sectors. JCS uses a proven methodology for scoping a customer’s requirements, conducting evaluations and implementing solutions.

### **About JCS & Associates**

JCS & Associates, Inc. is a proven information systems security integrator. From having achieved top sales leadership as McAfee's # 1 worldwide licensing agent in the early 90s, to attaining unrivaled success in the end-point and server security market, JCS & Associates, Inc. has sold, installed and integrated more desktops, laptops and servers with security solutions than any other individual integrator in North America. JCS & Associates, Inc's expertise helps the customer accelerate the evaluation, proof of concept and executive buy-in cycle for end-point and server security solutions. JCS & Associates, Inc. understands the challenges, constraints and competitive landscape intimately, and can help guide you through the process with a minimal



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amount of headaches and hassles. And most importantly, our solutions scale and work in your environment as promised.

## **About PKWARE, Inc.**

The PKWARE Solution is the only complete global system for managing, moving, storing and securing data across the extended enterprise, both internally and externally, from mainframes to desktops. Used by more than 30,000 corporate entities and over 200 government agencies, PKWARE is the industry standard for portability, ensuring data security and cross-platform computing. The PKWARE Solution is used billions of times a day to manage cost risks associated with data security breaches while avoiding increased storage costs with data reduction of up to 95% while improving service delivery. PKWARE is a privately held company based in Milwaukee, WI with additional offices in New York, Dayton Ohio and the United Kingdom. To learn more about PKWARE, please visit [www.pkware.com](http://www.pkware.com).

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