

**FOR IMMEDIATE RELEASE**

## **Needham Bank Expands Remote Access Usage with Array Networks’ DesktopDirect**

*User-friendly, enterprise solution cost-effectively increases business productivity while ensuring security and compliance*

**MILPITAS, CA – September 8, 2010 – [Array Networks Inc.](#)**, (TWO: 3664) a global leader in secure [application delivery](#), today announced that Needham Bank tripled employee usage of remote access after deploying DesktopDirect. The bank’s employees can now access all files and applications from any location, without any risk of data leakage. With DesktopDirect, Needham Bank benefits from increased employee productivity while ensuring security standards and banking regulations are met – all at a cost-effective price point.

“Before deploying DesktopDirect, the bank’s total remote access usage had dropped to only a couple hours per month, as a result of a cumbersome log-in process,” said James Gordon, vice president of IT at Needham Bank. “Using Array DesktopDirect is so easy that I log in every night from home, using my iPad, without worrying about security issues. DesktopDirect’s ease of use, security and lower TCO made it the obvious choice for Needham Bank.”

With DesktopDirect, employees access their files and applications from other locations more often because there are no additional passwords to remember. Also, since DesktopDirect enables remote access for iPhone and iPad users while on the go, the bank has seen a rapidly accelerating adoption rate in total hours of usage, and a nearly instant tripling in active remote access users.

“We built DesktopDirect to be painless to deploy and maintain because we understand the hidden expense of IT support,” said Sunil Cherian, vice president of product marketing for Array Networks. “When multiple passwords need to be regularly reset and software has to be installed on every computer, it wastes IT resources. With DesktopDirect, we provide a robust solution for secure and optimized access while minimizing these costs.”

Needham Bank uses DesktopDirect company-wide for important functions in every department. The bank’s innovative use of corporate-issued iPads enables employees to stay productive and collaborate securely, while they are traveling or even moving around within corporate headquarters.

Needham Bank leverages the Array Networks solution for publishing extranet resources – eliminating the need for six to eight separate products.

### **About Array Networks**

Founded in 2000, Array Networks is a global leader in enterprise secure application delivery and universal access solutions for rapidly growing SSL VPN and application acceleration markets. More than 5000 customers worldwide – including enterprises, service providers, government and vertical organizations in healthcare, finance, insurance and education – rely on Array to provide anytime, anywhere secure and optimized access. Industry leaders

including Deloitte, Gartner, Red Herring, and Frost and Sullivan have recognized Array as a market and technology leader. Website: [www.arraynetworks.net](http://www.arraynetworks.net)

**About Needham Bank**

Needham Bank is a Massachusetts community bank that has been providing commercial and consumer products since 1892. With branches in Needham, Dedham, Medfield, Wellesley and Westwood, the bank is a strong supporter of the businesses and residents in these towns and their surrounding areas. Website: [www.needhambank.com](http://www.needhambank.com)

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