

FOR IMMEDIATE RELEASE

Lifeboat Promotes Brian Gilbertson to Vice President, Business Development

– *Distribution veteran accelerating strategic expansion of Lifeboat solution set portfolio and driving reseller growth within new lines* –

Shrewsbury, NJ—January 6, 2016—Lifeboat Distribution, an international value added distributor for virtualization, security, business continuity and other technically sophisticated products, today announced the promotion of distribution veteran Brian Gilbertson to Vice President, Business Development. He will continue to take the lead in identifying new strategic vendor relationships, bringing their solutions into the Lifeboat portfolio, and driving reseller sales within the added lines. Brian will also take on the additional responsibility of managing and growing the Lifeboat field sales organization.

“Brian Gilbertson is very well respected in the business, and has done an outstanding job in his prior role at Lifeboat as Senior Director of New Vendor Business Development,” said William R. Botti, Executive Vice President, Lifeboat Distribution. “Brian has been a tremendous asset in accelerating the strategic expansion of solutions we offer to our resellers — as well as in driving growth within the new vendor lines — and we look forward his continued contributions to the growth of our organization in his expanded role.”

Prior to working at Lifeboat, Brian held sales leadership positions in distribution and high-tech vendor companies throughout his career. Most recently, as Senior Director of Sales at Arrow Enterprise Computing Solutions, he led their Virtualization Business Unit.

About Lifeboat Distribution

Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ: WSTG), is an international value added distributor for virtualization/cloud computing, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. The company helps vendors recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, expand their margin+ services revenues, and build profitable product and service businesses. For more information, visit <http://www.lifeboatdistribution.com>, or call

+1.800.847.7078 (US), +1.732.389.0037 (International), +1.888.523.7777 (Canada), or +31.36.8200.236 (Europe). Follow Lifeboat Distribution on Twitter (@LifeboatVAD) and Facebook (LifeboatDistribution).

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