

Press Release

gateProtect wins Securematics as new distributor in the USA

German-made IT security technology has arrived in the land of limitless opportunity. gateProtect has significantly expanded its position on the North American market by signing up one of the region's largest value-added distributors specialized in IT security. Securematics, headquartered in Santa Clara, CA, serves a network of more than 6,400 resellers throughout the United States.

Hamburg, Germany. December 6, 2011 – Securematics is a provider of market-leading products for IT security and network infrastructure as well as storage and network solutions. As a specialized distributor, the company has a particular focus on personalized customer service. The partnership with gateProtect enables Securematics to expand its IT security product portfolio and meet the demand for these products from reseller partners specialized in security. For gateProtect, the collaboration with Securematics takes its North American presence to a new level.

“Securematics is excited to partner with gateProtect to cover the U.S. market with gateProtect's next generation product and solution set,” said Brian Vincik, Vice President and General Manager at Securematics, Inc. “Our Value Added Resellers have been asking for security products that are robust with a strong feature set and – most importantly – are easy to manage. gateProtect's proven reduction in operating costs because of its elegant and simplified management interface makes it an easy choice for our VARs and their customers. As security threats become more numerous and more sophisticated, we feel gateProtect's singular focus on security will make it a strong player in the U.S. market, just as it has become a global leader in network security infrastructure.”

“There's a good reason why people still talk about the US as the land of limitless opportunity,” added Dennis Monner, CEO of gateProtect. “That's especially true of the IT industry, because the US is the world's largest and most prestigious market and has huge potential. Companies that succeed here have passed the supreme test. In a sense, the IT industry's capital city is Silicon Valley – so it's no surprise that Securematics is headquartered there. This is the base from which we are now serving this exciting market. We're looking forward to working with such a reputable and experienced partner as Securematics.”

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About Securematics

Founded in 2002, Securematics has evolved as a one of the largest Value Added Distributor for Network Security products. Our customers include global system integrators, service providers and value-added resellers. Channel Partners rely on Securematics for our expertise in network security and our ability to provide them with best-of-breed security solutions through premier and emerging vendors.

Our life cycle approach, personalized services and our nimbleness differentiates us from other broad line distributors and allow us to drive customer satisfaction during different stages of sales cycle - pre-sales, sales and post-sales.

Value Added Services help us drive business growth for our customers and vendor partners during the entire sales cycle. More information: www.securematics.com.

About gateProtect

gateProtect Germany is a leading provider of IT security solutions in the area of network protection. Its primary products are next-generation firewalls, managed security and VPN client systems.

Differentiators

Alongside their technical highlights, gateProtect products stand out from their competitors with their unique ease of use. gateProtect is a leading provider of next generation firewalls with an end-to-end implementation of the ISO NORM 9241 guidelines relating to ergonomic product design. With its innovative and patented eGUI® (ergonomic Graphic User Interface) technology and its Command Center, gateProtect again raises the bar for easier configuration and management of firewall systems for Managed Security Service Providers (MSSPs). The eGUI® technology enables a significant increase in enterprise security as well as higher efficiency levels for ongoing system maintenance. This delivers lower operating costs for customers.

Customers

gateProtect currently has 40,000 installations around the world. The company's customers in Europe include well-known companies and institutions such as TÜV Thüringen, E.ON Energy, Mercedes Benz, Galileo Satellite Systems, Deutsche Bahn, Kneipp, Constantin Film, and the Technical University of Dresden.

<http://www.gateProtect.com/>

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