

gateProtect Pressemitteilung

Malaysian value-added distributor AVP takes over the sales network of gateProtect UTM appliances and ends partnership with Cyberoam

gateProtect expands sales in Asia and takes over value-added distributor from Cyberoam

Hamburg, 10/xx/2010 – gateProtect continues to grow its market presence in Asia. The German security specialist has now signed a contract with Malaysian value-added distributor (VAD) AVP (www.avpsea.com), based in Kuala Lumpur, which will now take over sales of gateProtect Unified Threat Management Appliances and in this way increase sales in Malaysia. gateProtect's eGUI[®] technology has already won over a number of sales partners in Asia as part of its international marketing strategy.

AVP specializes in the distribution of network security products and collaborates with leading manufacturers in the industry. The new partnership will enable the VAD to add innovative gateProtect UTM appliances to its portfolio. The previous partnership with Cyberoam has ended.

Dennis Monner, Chairman of the gateProtect Board of Management: "The deal with AVP is strategically important to us and marks our entry into a major Asian market. We are convinced that, together with AVP, we can use its strong market presence and strong focus on results-oriented marketing to bring our solutions closer to AVP's VAR channel and their customers. In this way, we will be able to further expand and consolidate our presence on the Asian market."

gateProtect solutions are used by many companies in a wide range of industries and provides comprehensive protection from the gateway itself. AVP customers include resellers and managed security service providers in Malaysia who benefit from the extensive gateProtect gateway security portfolio that includes Unified Threat Management (UTM) appliances, virtual appliances, web/mail appliances, VPN appliances and the Command Center.

Dennis Monner: "We are seeing more and more Cyberoam sales partners choosing gateProtect over the partnership with Cyberoam, which honors us. An important reason behind the change is the eGUI[®] technology integrated into gateProtect appliances. It has already received several positive reviews in independent tests and has convinced our new partner."

About AVP (SEA)

For more information, visit www.avpsea.com.

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Off Jalan Gombak, 53000 Kuala Lumpur, Malaysia

gateProtect Aktiengesellschaft Germany

gateProtect Aktiengesellschaft Germany is a leading manufacturer of IT network security solutions for the industry. Its main products are xUTM appliances, firewalls, managed security and VPN clients systems.

Unique selling point

The special feature of all gateProtect products, in addition to technical highlights, is the systems' unique operability. gateProtect is the only manufacturer worldwide to implement ISO NORM 9241 guidelines in the ergonomic design of all its products. With its unique, patented eGUI[®] (ergonomic graphic user interface) technology and the Command Center V3, gateProtect sets new standards in the configuration and administration of firewall systems for managed security service providers (MSSPs). The new eGUI[®] technology significantly increases effective security in companies and at the same time greatly improves routine system maintenance efficiency. This in turn lowers operating costs.

Customers

32,000 installations in Europe. German customers include well-known companies and institutions such as TÜV Thüringen, E.ON Energie, Mercedes Benz, Galileo Satellite Systems, Deutsche Bahn, Kneipp Werke, Constantin Film, Dresden University of Technology and many others. The target market is medium-sized enterprises in all industries. For more information, visit www.gateprotect.de.

This press release is also available at <http://www.gateprotect.com>.

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