

## gateProtect Press Release

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### gateProtect overtakes Cyberoam to win new distributor in Africa/Nigeria

*Expansion of security channel on the African continent*

**Hamburg, Germany. 26.07.2010 – gateProtect is expanding its sales in Africa. The successful German-based security provider announced today that it is pushing ahead with its international sales strategy and has signed Kits Technologies Limited from Lagos, Nigeria, as a new distributor. The company, an experienced network security and IT service provider, is assuming responsibility for the distribution and servicing of gateProtect's Unified Threat Management (UTM) solutions in Nigeria. Following an evaluation, Kits Technologies selected gateProtect because of its eGUI<sup>®</sup> technology and decided against a cooperation with Cyberoam, another UTM provider. By signing Kits Technologies, gateProtect has gained a distributor that is well-known locally, has comprehensive IT and security expertise, and is set to increase gateProtect's market share on the African continent.**

"Kits Technologies is a first-class partner that's been working in the IT and security sector for over ten years," says Dennis Monner, CEO of gateProtect. "The company will handle service and device replacement as well as sales, so our customers in Nigeria will have a contact person nearer to home. We're very pleased that Kits Technologies selected gateProtect and are looking forward to working with them. This is the next step in the expansion of our successful international sales strategy." Kits Technologies will be setting up a special service department in Lagos that will handle product guarantees and device replacements, helping to significantly increase quality of service for customers.

The partnership with gateProtect enables Kits Technologies Limited to expand its existing range of network security solutions, especially for small and mid-sized companies. The new distributor is expecting strong demand for the patented eGUI<sup>®</sup> technology available with every gateProtect UTM appliance.

#### **About Kits Technologies Limited**

KITS TECHNOLOGIES is an Information and Communication Technology (ICT) consultancy company, founded by several local ICT experts with the idea of offering high-end professional solutions in deploying productive, emerging technologies and redeveloping customers' information systems in line with constantly changing environment and requirements. Further information is available at [www.kitstechnologies.com](http://www.kitstechnologies.com).

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#### **gateProtect AG Germany**

gateProtect Germany is a leading provider of IT security solutions in the area of network protection. Its primary products are xUTM appliance, firewall and client encryption systems.

#### **Differentiators**

Alongside their technical highlights, gateProtect products stand out from their competitors with their unique ease of use. gateProtect is the only provider in the world with an end-to-end implementation of the ISO NORM 9241 guidelines relating to ergonomic product design. With its unique and patented eGUI<sup>®</sup> (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 innovative eGUI<sup>®</sup> 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 32,000 installations in Europe. The company's German customers include well-known companies and institutions such as TÜV Thüringen, E.ON Energy, Mercedes Benz, Galileo Satellite Systems, Deutsche Bahn, Kneipp, Constantin Film, the Technical University of Dresden and many more. The company's main target markets are mid-sized companies across all industries.

Further information is available at [www.gateProtect.com](http://www.gateProtect.com).

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