

Intrusion.com announces new ChannelPlus Programme

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Strategic Initiative Enhances and Elevates Relationships With Partners

Intrusion.com, worldwide provider of enterprise security solutions for the information-driven economy, today strengthened its commitment to helping companies meet the growing demand for security solutions through the launch of its ChannelPlus programme. The new programme provides channel partners across the globe with a deeper level of product and customer knowledge to meet the needs of customers seeking market-leading security solutions.

Intrusion.com has enhanced the ChannelPlus programme to expand the breadth and depth of information available to valuable channel partners and better enable them to meet the growing demand for security solutions. All partners will have increased access to product information in both the security appliance and security software areas.

“The channel is increasingly important to us as a security vendor, particularly in Europe where we rely on our partners’ local market knowledge and cultural expertise in the marketing of our product range.” explained Paul Barnett, channel manager, Northern Europe for Intrusion.com. “With ChannelPlus we have designed a programme that reflects our strong commitment to our partners and will help to drive their success.”

Intrusion.com's ChannelPlus programme offers partners several new levels of support and training:

- o New technical training: Training courses for both sales management and system engineers with a strong focus on Intrusion.com's advanced products and technologies.

- o Sales tools such as direct mail, advertising, white papers and press releases and Partner Seminars.

- o ChannelPlus partner site: Dedicated ChannelPlus Web site at www.intrusion.com/channel.

- o Dedicated sales support: For select channel partners, Intrusion.com provides senior engineers and sales managers to support projects to enable a shorter sales cycle.

The ChannelPlus programme offers partners a choice of two levels - Premier or Authorised.

- o Premier Resellers are Value Added Resellers or integrators that receive benefits such as technical support, discounted demo equipment and training. Additionally, sales leads, volume discounts, dedicated co-op funds and partner seminars are provided to ChannelPlus partners at this level.

- o Authorised Resellers are Value Added Resellers or integrators who are authorised to resell Intrusion.com products. They receive free training and discounted demo equipment. Authorised ChannelPlus partners receive technical support at purchased levels.

For more information on the US or International ChannelPlus programme, please visit the Intrusion.com web site at www.intrusion.com/channel.

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About Intrusion.com, Inc.

Intrusion.com, Inc. is a leading global provider of enterprise security solutions for the information-driven economy. Intrusion.com's suite of security products helps businesses protect critical information assets by quickly detecting, analysing and responding to network- and host-based attacks. The company's products include intrusion detection and vulnerability assessment systems, and modular, scalable security platforms. For more information, please visit www.intrusion.com.