

European SSL VPN Market Leader, PortWise, Signs First Distributor Agreement For Australasian Market

Submitted by: Devonshire Marketing Consultants Limited
Monday, 19 January 2004

Reseller Agreement Part of Ongoing Global Expansion

Europe's leading SSL VPN company, PortWise, today announced that it has signed its first distributor agreement for the Australasian market with specialist IT security distributor, Pixel Productions Pty Ltd. The agreement is part of PortWise's on-going global expansion for its award winning Secure Socket Layer Virtual Private Network (SSL VPN) solutions.

Established in 1992, Pixel Productions Pty Ltd specialises in the distribution of a range of network administration products that automate many administration processes. With a solid client base of banking, mining and key commercial and government accounts, Pixel provide products that include leading industry solutions to solve common network management issues.

Paul Pepper, Sales Director for Pixel Productions Pty Ltd, commented, "SSL VPN is the fastest growing sector of the security market. Our corporate customers are looking for best of breed solutions and PortWise has the most comprehensive product suite of any other vendor in this space. We look forward to incorporating the PortWise solution into our product offerings."

Kaushik Thakkar, Co-Founder and Vice President Strategic Development for PortWise, added, "We are seeing worldwide demand for our SSL VPN solutions. Our strong policy management capability gives it a significant competitive advantage, especially with regards to large corporate enterprises by employees and partners flexible and secure access to critical business information from any browser. We look forward to working with premier partners such as Pixel to expand our global sales reach."

As part of the agreement, Pixel will become a distributor of the PortWise solution for the Australasian market. The PortWise product suite provides companies with secure remote access to corporate applications using the Internet and the latest security standards. This type of access significantly improves enterprise efficiency and productivity – without the limitations and expense associated with other access technologies—and dramatically lowers administrative requirements. The PortWise product suite, shipped as both software and security appliance, is widely recognised as the leading offering in terms of its ability to address the issues facing the next generation of SSL VPNs – scalability and policy management.

About PortWise

PortWise is the European leader in the SSL VPN market, with a client portfolio that includes over 150 corporate customers, 500,000 users and some of the world's largest implementations. The company's software suite provides highly secure, clientless, remote access; the only piece of equipment required to access corporate applications and data is an industry standard browser, enabling access from anywhere, at any time, and from any device. The award winning PortWise product suite, shipped as both software and security appliance, is widely recognised as the leading offering in terms of its ability to address the issues facing the next generation of SSL VPNs – scalability and policy management. Blue chip clients that are currently enjoying the benefits of the PortWise solution include: Ericsson, Toyota, HSB Bank and the Central Bank of Sweden. PortWise is a privately owned company, and its investors include Cazenove Private Equity, Four Seasons Venture and Scope. PortWise have offices in London, Sweden, the USA and India. For more information, please go to www.portwise.com.

About Pixel Productions Pty Ltd

Pixel Productions Pty Ltd was established in 1992 and has moved from product development to the distribution of a range of network administration solutions that automate many network administration processes. Our products include leading industry solutions to solve common network management issues, as well as focusing highly on security solutions. We offer some unique products to help you protect your organisation's assets, lock down your SOE, enhance the stability of your systems, reduce support costs and significantly improve your ROI. Today, our customers include major government, banking mining and commercial organisations that are seeking best of breed products to help manage their computer networks. Pixel is based in Victoria, Australia. www.pixel.co.au