

BlackSpider webs new talent

Submitted by: Perfectly Picked

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Three key sales and marketing appointments kick off Year of Growth

BlackSpider Technologies, a world-leader in e-mail content filtering services, today announced three key sales and marketing appointments to support the companys burgeoning growth across the UK and Europe in 2004. Scott Duncan has joined as Channel Director, Alison Hall as Channel Manager and Emma Dunstone as Marketing Manager. Together, Scott and Alison will drive BlackSpiders channel business, while Emma will implement a broad range of projects that will meet BlackSpiders strategic plan and objectives.

Scott Duncan is an experienced Director with over 15 years of IT sales and senior management positions. He has a great understanding of the security reseller market and strong relationships with key players, having recently held the position of Managing Director for leading security distribution company Allasso.

Scott will take full responsibility for BlackSpiders channel strategy and will be supported by Alison, who as Channel Manager, will be responsible for recruiting new channel partners as well as driving existing relationships.

Scott Duncan said, I am really excited about joining BlackSpider Technologies. From inception, BlackSpider has understood that its success depends on building a network of successful channel partners and we are positioned in an exciting market place which is poised for rapid expansion. I believe that MailControl is the industrys most comprehensive anti-virus and spam protection service and the fact that BlackSpider has a 100% indirect sales model was a key driver for me.

Emma Dunstone specialises in software and services marketing and joins BlackSpider from global software vendor Compuware Corporation, where she was responsible for EMEA-wide marketing campaigns. Prior to that, Emma was Marketing Manager at security and telecoms software provider, Protek, where she led the development and implementation of international marketing projects.

2003 was a very successful year for BlackSpider Technologies and these new appointments reflect our commitment to our channel partners commented John Cheney, Managing Director, BlackSpider. Our outsourced e-mail security service was launched to great acclaim by the industry last year and we expect 2004 to be a year of significant growth for BlackSpider. Scott, Alison and Emma will further strengthen our ability to take our pioneering MailControl anti-virus and anti-spam technology to an ever-widening audience.

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For more information on BlackSpider Technologies please call:

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About BlackSpider Technologies:

BlackSpider Technologies (www.blackspider.com) is a managed services provider, focused exclusively on the provision of high-performance e-mail security solutions. BlackSpider delivers e-mail content filtering services to organisations, enabling them to block the growing tide of spam and e-mail borne computer viruses before they enter company networks.

BlackSpiders MailControl service requires no software or hardware and combines leading-edge technology with a world-class infrastructure and coverage 24 x 7. Customers choosing MailControl enjoy demonstrably higher levels of protection; retaining full control of their e-mail security whilst at the same time realising significant cost savings against managing alternative solutions in-house.

BlackSpider recently received £4.6m in funding from Cazenove Private Equity to fund its European expansion.

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