London based Investment Bank Selects visionapp and PortWise to Deliver Next Generation Remote Access SSL VPN Solution

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PortWise, Europe's leading SSL VPN vendor, today announced it has signed its first UK partnership agreement and secured its first customer in the UK. PortWise has signed a strategic reseller partnership agreement with visionapp, the server-based solutions provider with operations in London and throughout Germany. Under the terms of the agreement, PortWise's SSL VPN solution has been incorporated into visionapp's services portfolio, and a London investment bank is the first company in the UK to benefit from the partnership as it adopts PortWise's award winning software. Stage one of the roll out – an initial 2,000 users from a total of 6,000 – has already been completed.

With an existing portfolio that includes over 150 corporate customers, 500,000 users and some of the world's largest implementations, PortWise is the European market leader in the Secure Socket Layer Virtual Private Network (SSL VPN) 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.

"What really impressed us about the PortWise solution was that, not only did it have all the components we were looking for in a remote access solution – granular technical functionality, comprehensive security and the ability to integrate with any infrastructure – but that it also cut across a number of other functions, which open up new fields of potential for visionapp," said Perry Stanford, Director of visionapp's UK operation. "PortWise alone could offer us low impact to our current environment, increased security – as the ticket information is completely behind firewalls – and excellent response times."

visionapp is a specialist in providing Internet-based and associated technologies that work together to allow companies to build and manage an Application Service Provider (ASP) infrastructure delivering highly secure and simple access to legacy and e-enabled applications from any browser. The company began as a subsidiary of Dresdner Bank in Germany, where it implemented and managed 'Project Starship' – one the world's largest in-house ASP and portal solutions programmes. Today, the Starship portal provides all necessary IT-services and applications, individually configured for each user from within an open infrastructure, to 5,500 users within Dresdner. visionapp is now uniquely positioned to lead the market in server-based solutions.

"Our customers must constantly find ways to become more efficient, more responsive and more effective in order to stay competitive. This ongoing effort evolved into a compelling need to provide users throughout the organization – and beyond – access to corporate resources," said Perry Stanford. "The solutions that the PortWise products allow us to provide our customers personalized access to customer-specific content, as well as the hosted legacy applications, from a familiar, user-friendly,

Web-based interface."

Kaushik Thakkar, Co-Founder and Vice President Strategic Development for PortWise, commented, "We have delivered a new generation of remote access solutions that encompasses authentication, authorisation and auditing – effectively putting an end to the situation where companies had to trade increased security for less remote access or more remote access for less security. Not only do we have a significant technological lead, but we also have a wealth of experience gained from working with our blue chip customer base, which includes the largest SSL VPN implementations in the world."

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. The company was recently cited as a visionary vendor in Gartner's Magic Quadrant on the SSL VPN market as a result of its innovative solutions such as using mobile phones in the authentication process.

About visionapp

visionapp is a provider of innovative end-to-end server based computing and portal solutions; specialising in the planning, implementation and operation of solutions based on Microsoft and Citrix technologies. visionapp tools enable the creation of standardised solutions for application portals in addition to the installation, automation and management of large Citrix server farms. The company are currently the largest solution provider for server based computing in Germany and clients include Dresdner Bank, Fujitsu-Siemens and DaimlerChrysler Bank. For more information on visionapp, please visit www.visionapp.com

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 of
 fices in London, Sweden, the USA and India. For more information, please go to www.portwise.com.