PortWise Announces First Strategic OEM Partnership in India

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Agreement With HCL Infosystems Consolidates position as

India's leading SSL VPN vendor

PortWise, Europe's leading SSL VPN vendor has further cemented its global reach with the announcement of an OEM agreement with India's premier information enabling and integration company, HCL Infosystems. Under the terms of the agreement, HCL Infosystems will incorporate PortWise's software suite – which provides totally secure access for all types of users from multiple channels and devices – into its hardware range. This announcement consolidates PortWise's position as India's leading SSL VPN vendor, and further demonstrates the company's ongoing commitment to develop India as a hub for its Asia-Pacific operations.

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.

 "We pride ourselves on delivering world-class information technology solutions and services to our customers, and are forever setting new standards for IT throughout the industry," said George Paul, Vice-President Marketing, HCL Infosystems. "In keeping with that, we wanted to be the first company to introduce this pioneering technology to India. The agreement with PortWise has enabled us to enhance our product offering: we now have the ability to provide the finest security solutions to meet the diverse remote access demands of our enterprise customers across the country."

Starting immediately, HCL InfoSystems will integrate PortWise's primary mobile security solutions into its products: PortWise mID (mobile authentication) and PortWise mVPN (mobile secure access) and PortWise mVPN Management Server (mobile authorisation).

The HCL announcement follows an earlier agreement between PortWise and Select Technologies in June 2003. Under the terms of the agreement, Select Technologies now distributes the company's product suite throughout India. Select Technologies is one of India's fastest growing technology distributors, and is renowned throughout India as a provider of innovative networking, network security, and storage products and services.

"We are very happy to have HCL Infosystems join the PortWise family of OEM partners," said Kaushik Thakkar, Co-Founder and Vice President Strategic Development for PortWise. "India remains a vast market for IT hardware and services, and HCL is a leader throughout that country. Our strategic partnership moves us one step closer to making our technology available to corporate enterprises on a global basis."

Founded in 1976, HCL Infosystems offers its customers technology solutions across multiple platforms. The company was rated the number one brand in the IDC India- Dataquest Customer Satisfaction audit 2004. HCL has been rated number one in product reliability and performance, pre-sales and marketing and delivery and installation parameters exceeding the industry expectation.

About HCL Infosystems

HCL Infosystems, India's premier information enabling and integration company, offers its customers technology solutions across multiple platforms. It works closely with many leading global players such as Intel, Toshiba, AMD, Ericsson, Microsoft, Nokia and Sun Microsystems. HCL Infosystems has direct customer service centres across 185 locations and two ISO 9001 certified state-of-the-art manufacturing facilities. With a mission to provide world-class information technology solutions and services to enable its customers to serve their customers better, HCL Infosystems is forever setting new standards of IT in the country. Information about HCL Infosystems is available from the company's website at http://www.hclinfosystems.com

About PortWise

PortWise is European leader in the SSL VPN market, with a client portfolio including 150+ corporate customers, 500,000 users and some of the world's largest implementations. PortWise's mobile security solutions – PortWise mID (mobile authentication), PortWise mVPN Access Server (mobile secure access) and PortWise mVPN Management Server (mobile authorisation) – enable secure access to business systems regardless of time, place or device. The award winning product suite, shipped as both software and security appliance, is able 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, pleas
e go to www.portwise.com.