

# INSL Appoints Thorsten Koch to Spearhead Channel Development for SpheriQ in Germany

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Internetworking Strategies Ltd (INSL), has demonstrated its commitment to the European market through the appointment of Thorsten Koch as Channel Manager for Germany. He will be responsible for building and growing the channel programme for INSL's outsourced email content filtering service, SpheriQ .

Thorsten Koch will help the company to establish itself as one of the leading suppliers of email content filtering services in Germany. SpheriQ from INSL is already established in the UK market providing services to large multinational enterprises.

This quarter, the company is broadening its activities into the German market. "Germany is regarded as a key area of growth", says Thorsten Koch. "Over the coming weeks we will be executing the channel sales plans. These will give our channel partners the highest level of support to firmly establish SpheriQ as the choice of managed email content filtering services in Germany and throughout Europe."

SpheriQ is a comprehensive, directory-driven email content management service that integrates proven and advanced anti-virus, anti-spam and content management tools within a structured policy and reporting framework.

Thorsten Koch joins INSL with over ten years' technical and market experience from the messaging, groupware and IT security market.

Before joining INSL he was Director of Product Development with Inform.Consult GmbH in Koeln and Notes Development GmbH in Hannover, messaging and IT-security focused software manufacturers. Prior to this, he was Sales Manager Groupware Systems at Debis Systemhaus CSS in Aachen Germany.

Welcoming Thorsten Koch to INSL, Business Development Director Brigitte Brun comments: "We're delighted to have Thorsten on board. He has all the qualities needed to lead us into the next stage of our growth and development as a reputable provider of email content filtering services. His extensive technical and commercial knowledge and experience in dealing with channel and end-users in the German market makes him a tremendous asset to our business."

Thorsten has academic qualifications in Business Administration and Economy from the Philipps University of Marburg in Germany.

#### About INSL

INSL is a security and network specialist, established in 1997 to deliver high quality services to leading UK businesses. It has grown consistently since then and now supports customers across the globe.

The company provides a range of consultancy and technical services. These are, focused specifically on email content and security; perimeter network security; security monitoring; desktop support services; expert resource supply; security risk management; and payment systems security.

INSL has its headquarters in Oxfordshire, which is also home to its primary Operations Centre. Operational and managed services are run out of data centres in the UK and mainland Europe. In 2002 the company opened its London office following its merger with Concise Group.

#### About SpheriQ

SpheriQ is INSL's flagship product. It is an integrated message content solution for medium and large costumers. It includes defence against spam, virus, and unwanted images and file attachments in corporate e-mail communication. But more importantly INSL offers a flexible and extensible "harness" to integrated broader message content control and security functionality. This takes place by integrating latest state of the art technologies from the main virus and spam defence software vendors but also by developing their own adaptive strategies and frameworks.

#### Press Contacts

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