

SoftScan Looks to Recruit Resellers in the UK

Submitted by: Marylebone Media Relations

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London, UK (27th October 2005) SoftScan, Scandinavia's leading supplier in the hosted antivirus and spam filter market, announced today that it is actively recruiting resellers to help build its presence in the UK market. Resellers will receive high margins and a flexible proven product offering, supported by SoftScan's established telemarketing team.

Phil Watts, well known within the antivirus community from his days as "Channel Sales Director" at Trend Micro, is heading up the UK operation and is keen to hear from resellers interested in SoftScan's proposal.

Phil Watts, who joined SoftScan in August this year says, "We are actively looking to recruit pure security resellers in the SME and corporate markets that are comfortable selling antivirus and spam filter solutions. In return they will receive high margins and comprehensive marketing support from SoftScan. We are also looking to recruit resellers that are not security orientated, but do get asked by their customers for advice. In this case they would pass the lead to us, but still receive a fair commission for the sale."

Established in 2002, SoftScan is dominant within its home market of Scandinavia and plans to expand upon its current UK customer base to become a major player within the UK spam and antivirus market, estimated to be worth in excess of £200 million.

SoftScan offers a flexible hosted service that eliminates spam and viruses before they enter an organisation's network. With no expensive hardware or software to install, customers can start receiving protection as soon as their email traffic is routed to SoftScan.

SoftScan offers market-leading protection through a number of proven virus scanners in addition to SoftScan's own intelligent scanner which uses advanced analysis of email behaviour to block unwanted emails – enabling it to stop viruses before conventional scanners have adjusted to the new threat.

The SoftScan solution starts at £324.00 for a 5 user, one year license.

Interested resellers should contact Phil Watts on +44 (0)20 7956 2029

A high-resolution picture of Phil Watts can be downloaded here:

<http://www.softscan.dk/up/pix/Photos/Phil.jpg>

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