

# SonicWALL SECURES THE DEAL with Bell Micro

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SonicWALL awards Bell Micro Authorised Training Centre status

Chessington, Surrey – The Security division of Bell Micro, a specialist value added distributor of high-tech products, solutions and services, today announced the first of its SECURE THE DEAL training courses, to provide the SonicWALL authorised CSSA accreditation course nationally.

Through its recently launched SECURE THE DEAL programme, Bell Micro will educate both security specialist and non-security resellers to proactively recommend vendor products and then seamlessly attach the security solution. Offering training is an important component in helping resellers to build their skills to grow their businesses and the SonicWALL CSSA training is the first in a series of new, hands on, instructor led courses which will ensure delegates have the required knowledge and experience to begin designing, implementing and supporting SonicWALL security appliances, running SonicOS enhanced firmware. With such an accreditation in their armoury resellers will then be able to offer a more complete solution to their customers.

“For those resellers with a basic understanding of networking technologies, and who have a familiarity with firewall principles, this course will enable them to provide to their customers an initial setup and configuration of SonicWALL Firewall,” explained Steve Browell, General Manager, Security Division, Bell Micro. “It will also demonstrate how they can drive sales through a better understanding of business critical functionality, such as VPNs, content filtering and unified threat management, all of which can be delivered through SonicWALL appliances.”

SECURE THE DEAL is an initiative to bring the reseller and vendor community closer together in order to drive forward mutual business benefits. SonicWALL will directly benefit from being able to address new potential markets and customers through a broader reseller base that engages with thousands more customers.

“We have a great supporting package for those resellers eager to better understand the value of deploying our products,” said Andy Zollo, Regional Director, Northern Europe at SonicWall. “Those attending the course will also benefit from being given access to our online forum, second level technical support where available, a free student SonicWALL appliance and an opportunity to participate in the SonicWALL beta programme. They will also attain the SonicWALL CSSA accreditation.”

Customers will continue to benefit from Bell Micro’s experience and technical expertise as security consultants, ensuring SonicWALL solutions are successfully delivered in a timely fashion, and that the potential of any implementation is well understood through ongoing training and targeted skills transfer.

For more information about SECURE THE DEAL please visit: <http://www.securethedeal.com/> and to check course dates, or to book a SonicWALL course, please call the Security Team on 0208 410 7995.

About SonicWALL Inc.

SonicWALL is committed to improving the performance and productivity of businesses of all sizes by engineering the cost and complexity out of running a secure network. Over one million SonicWALL appliances have been shipped through its global network of ten thousand channel partners to keep tens of millions of worldwide business computer users safe and in control of their data. SonicWALL's award-winning solutions include network security, secure remote access, content security, backup and recovery, and policy and management technology. For more information, visit the company web site at <http://www.sonicwall.com/>.

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#### About Bell Micro

Bell Micro is a global, specialist distributor of a wide range of high-tech products, solutions and services, including storage systems, servers, security, software, computer components and peripherals, as well as integration, maintenance and professional services. An industry-recognized specialist in storage products, this Fortune 1000 company is one of the world's largest storage-centric value-added distributors with revenues of over €2bn in Europe and \$4bn world-wide.

Bell Micro is uniquely qualified with deep technical and application expertise to service a broad range of information technology needs. From design to deployment, its products and services are available at any level of integration, from components to sub-system assemblies and fully-integrated, tested and certified system solutions all designed to enhance its' partners. Bell Micro operates through three channels to market – industrial, commercial and enterprise – each of which offers a wide range of services and products from major IT vendors.

Bell Micro is the trading brand for Bell Microproducts Inc. More information can be found at: [www.bellmicro.eu](http://www.bellmicro.eu).

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