

Becrypt enhances Deal Registration Programme to support and incentivise Channel Partners and Resellers

Submitted by: PR Artistry Limited

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Extended Deal Registration increases margin protection and speeds approval process

London, UK, 19 January, 2012 Becrypt (<http://www.becrypt.com>), specialist supplier of cyber security solutions to the UK Government, MOD and wider public sector has today announced its newly enhanced Deal Registration programme as part of its continued commitment to the channel. The programme recognises and rewards partners with a 10% uplift on top of their standard discount. It also fast tracks the deal registration process with qualifying opportunities confirmed to the partner or reseller within 48 hours.

Jo-anne Patterson, Head of Channel and Alliances UK at Becrypt explained, "Becrypt is putting in place a range of new initiatives to both increase sales revenue opportunities for our existing partners and to actively recruit new resellers and partners. By improving the partner experience and increasing profit margins we will be enabling them to be more competitive and crucially, to close more sales."

Jim Harvey, Business Development Director at Exclusive Networks commented, "This is great news from Becrypt. Becrypt partners know that whilst the product is leading-edge technology, there is a number of inferior competitors in the market who may erode margins. When you have to work for a sale it's fantastic that Becrypt step in to protect deals, and preserve margins. Exclusive Networks is looking forward to becoming an accredited training centre for Becrypt during 2012, enabling us to continue to add value and support to our partners delivering Becrypt as major part of their security portfolio."

Becrypt supplies a range of award winning, innovative cyber security products designed to protect sensitive information throughout the organisation on the desktop, at the end point and when in transit or being shared with trusted third parties. Becrypt's products are approved by CESG for use with all levels of government data, right up to Impact Level 6 (Top Secret). Becrypt's is the only software to be certified for use at this high level.

Bernard Parsons, CEO of Becrypt explained, "This is the largest commitment in partner profitability that Becrypt has made to date and underpins our determination to remain 100% channel focused. The requirement for robust cyber security solutions has never been higher as criminals continue to get ever more sophisticated in their attacks. Many of our partners are seeing increased demand for our solutions, and have significantly increased their revenue as a result. For example, Centerprise International, a major supplier to the Ministry of Defence last year dramatically increased sales by 250% of Becrypt cybersecurity products within its portfolio."

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NOTES TO EDITORS

About Becrypt

Becrypt is a leading supplier of innovative Information Assurance solutions and services, providing secure, feature-rich, out-of-the-box products that are government-certified and suitable for all industry

sectors. Becrypt is a leading supplier of encryption technology to the UK Government, Ministry of Defence and UK Police.

Becrypt plays a leading role in the Information Assurance industry through membership and participation in various bodies including CIPCOG, DIPCOG and the Crypto Developers Forum.

Through technology and OEM partnerships Becrypt enables third-party solutions with encryption and other data security capabilities.

Becrypt has offices in London, UK; McLean, VA, USA; and Sydney, Australia serving clients worldwide.

For more information please visit: www.becrypt.com

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