

WICK HILL BECOMES CERTIFIED TRAINING CENTRE FOR SAFENET AUTHENTICATION SERVICE

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Woking, Surrey: 2/9/14 - VAD Wick Hill has become a certified training centre for the SafeNet Authentication Service (<http://www.wickhill.com/products/vendors/detail/16/SafeNet>) (SAS). The first three-day course at Wick Hill's Woking HQ will run on Monday, September 29th, 2014. The course is part of SafeNet's new partner program, designed to ensure certified resellers are rewarded for their commitment to the product.

Aimed primarily at resellers, but also available for their customers, the course will cover all aspects of implementation, provisioning and troubleshooting of both the cloud-based and the on-premises version of the SAS product. There is a certification exam, with a SafeNet certification qualification.

The course will be repeated once a quarter. It's also available on-site and can be white-labelled by VARs to sell on to their customers, with bespoke tailoring available.

Ed Kidson, product sales manager for SafeNet at Wick Hill, commented: "Thanks to Snowden, and a range of highly visible security breaches, authentication is experiencing strong growth. This provides a major opportunity for our SafeNet resellers to get accreditation and deliver a wider range of professional services with their sales."

INFORMATION FOR EDITORS

SafeNet Authentication Service

An SaaS (software-as-a service) based authentication platform, this solution comes in four types: a cloud-based service for enterprises, a cloud service for service providers, an onsite solution for enterprises, and an onsite solution for service providers. It has been designed to make two-factor authentication easy to implement and manage. It provides the overall lowest total cost of ownership of any authentication solution.

Features include a comprehensive degree of automation to drastically reduce the cost of management, tokens that do not expire, and a comprehensive self-service portal that allows users to carry out many functions that would traditionally only have been resolved by the help desk.

SafeNet Partner Program

SafeNet's Partner Program delivers a comprehensive product portfolio, backed up by a channel-friendly infrastructure, which includes top-of-the line sales, marketing and technical support, backing resellers up every step of the way, from initial engagement right through to PO, implementation and support. This includes the support of SafeNet product development, with its market-driven approach, providing resellers with a steady stream of new products and product upgrades, to meet the evolving security needs of customers and prospects.

About Wick Hill

Established in 1976, value added distributor Wick Hill specialises in secure IP infrastructure solutions. The company sources and delivers best-of-breed, easy-to-use solutions through its channel partners, with a portfolio that covers security, performance, access, networking, convergence, storage and hosted solutions.

Wick Hill is part of the Wick Hill Group, based in Woking, Surrey with sister offices in Hamburg. Wick Hill is particularly focused on providing a wide range of value added support for its channel partners. This includes a strong lead generation and conversion programme, technical and consultancy support for reseller partners in every stage of the sales process, and extensive training facilities. For more information about Wick Hill, please visit <http://www.wickhill.com/company/company-profile> or www.twitter.com/wickhill

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