ZIVVER announces new UK channel partners, delivering ‘triple safe’ outbound email and file transfer security to end-user organisations, to stop costly human error data leaks

Submitted by: Sally Bratton PR
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LONDON and AMSTERDAM – 13 November 2019 – ZIVVER (https://www.zivver.eu), a Dutch-founded data protection platform, today announced it has signed value-added resellers RnD Systems Integration (http://www.rnd.co.uk) and C-STEM (https://www.c-stem.co.uk), as well as value-added distributor Progress Technology Services (https://progresstechnologyservices.com), to deliver its unique outbound email security solution to the UK market - with scope to add more VARs before the end of the year.

Having gained 2,700 customer organisations in the last two years - including 40% of Dutch hospitals and 30% of Dutch local government – ZIVVER is bringing its proven technology to the UK (https://www.zivver.eu/en/press-releases/zivver-triple-safe-email-file-transfer-now-available-in-united-kingdom) via a channel-first approach, helping government and enterprises to prevent data leaks due to human error; improve compliance (including GDPR) and save costs from ineffective communication via fax, snail mail and courier. Its unrivalled, three-in-one solution does so by securing outgoing emails and file transfers throughout the whole communications process, i.e. before, during and after sending.

"Our route to market in the UK is primarily through the channel,” said Darren Parker, EMEA Channel Manager at ZIVVER. “We’ve adopted this approach as VARs including RnD and C-STEM fully understand their customers’ specific data protection needs and challenges – now and in the future – and customers trust them to deliver the security technology they really need and are able to implement without disruption to the running of their business.”

“By also partnering with cyber security-focused distributor Progress, this solid channel structure gives us the support, expertise and scalability we require to grow quickly in the UK,” Parker added. “Furthermore, in recognition of ZIVVER’s widespread potential, we are looking to sign several additional VARs by the end of this year – partners with the appropriate integration skills and specialisations across public and private sector end-user organisations.”

Comments from ZIVVER’s new UK channel partners:

RnD Systems Integration
“Having used a number of competitors’ secure email solutions which are simply bolt-on to existing inbound email offerings, ZIVVER stands alone for its unique approach as a purpose built outbound secure communications solution that has intuitive ease of use for users and is backed up with solid security and compliance features,” said Dave Morris, Managing Director, RnD Systems Integration.

“At RnD we have partnered with some of the best security vendors in the industry in order to offer our customers best of breed solutions. ZIVVER fits our portfolio perfectly in this respect and we look forward to a successful, long-term strategic partnership with them,” Morris added.

C-STEM
“We are excited to be partnering with ZIVVER as it launches into the UK. Here at C-STEM our aim is to

provide businesses with a safe, secure and consistent user experience for everyone everywhere. We chose to work with ZIVVER as it supports this aim and complements our existing device and data visibility and control product set. We feel ZIVVER's hassle free deployment process, combined with our professional services, will be a winning formula. This is a fantastic opportunity for our clients to protect themselves and their customers' data against potential loss by human error," said Andrew Brown, Managing Director - C-STEM.

Progress Technology Services
"We are delighted to have been selected as ZIVVER's Distributor and Wholesale Managed Service partner for the channel representing them here in the UK.

ZIVVER is a solid technology and will prove a great addition to any enterprise company's portfolio. It's important to bring challenger technologies to the UK, giving customers best of breed choice and the opportunity to buy the latest solutions.

ZIVVER has a proven sales record in The Netherlands which will undoubtedly be repeated in the UK and their channel based model will be welcomed by the partner community," said John Quinn, Group CEO & Founder of Progress Technology Services.

About ZIVVER
Co-founded in the Netherlands in 2015 by Rick Goud, Vincent van Donselaar and Alwin Schoemaker, ZIVVER provides outbound email and file transfer security to help public and private sector organisations prevent data leaks, improve compliance and save costs from ineffective communication via fax, snail mail and courier. It is the only vendor in the market to offer a complete outbound email and file transfer security solution, tackling all three phases (before/during/after). In the last two years ZIVVER has secured 2,700 organisations as customers - including 40% of Dutch hospitals and 30% of Dutch local government - and has grown to 90 employees. In 2018, ZIVVER raised $12 million in funding in a transaction led by SaaS specialist Dawn Capital with participation from DN Capital and existing investor henQ Capital Partners.

For more information visit https://www.zivver.eu/ and follow us on Twitter (https://twitter.com/ZIVVER_EN) (@ZIVVER_EN) and LinkedIn (https://www.linkedin.com/company/zivver).

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