

## Sysob extends NETASQ's official partnership for the DACH region (Germany, Austria and Switzerland)

Further to its excellent results and growth in 2008, NETASQ has decided to provide better coverage in the DACH region (Germany, Austria and Switzerland) by signing a global Value Added Distribution contract with sysob, a well-known IT distributor.

Paris - France, 2009 May 25<sup>th</sup>

"It's time for NETASQ to extend its presence in Central Europe. Thanks to sysob, who will enable us to have centralized support and training in German and local sales support in the main countries of the region, we can develop a very aggressive strategy to recruit at least 100 certified resellers with extensions to the Central Region. Sysob has already demonstrated its ability to attract and keep more than 500 resellers thanks to its very professional team and its technical expertise. NETASQ has already more than 20 active certified resellers and there is no reason for it not to succeed in one of Europe's largest UTM markets, according to IDC, when we saw how successful NETASQ already was in Poland, Bulgaria and Romania," says **Dominique Meurisse, Executive Vice President, Sales & Marketing, NETASQ.**

"NETASQ's solutions offer a real value for the channel business. The new Unified Threat Management Appliances address the Enterprise and SMB market with an excellent price/performance ratio. NETASQ's U Series ensures a significant level of security up to the application level for companies of any range without compromising network performance. This offers a distinct differentiation potential for resellers and better margins compared to their competition", stated **Thomas Hruby, CEO of sysob IT Distribution.**



**Thomas Hruby,**  
**CEO of sysob IT Distribution**

### **About sysob IT-Distribution**

Sysob IT-Distribution GmbH & Co. KG considers itself a value-added distributor specializing in the distribution of technologically leading IT security products. Based on its existing product portfolio the leading value-added distributor sysob (VAD), already having more than 500 partners in Germany, Austria and Switzerland, offers a broad range of future-proof IT security solutions. This offers resellers a distinct differentiation potential and better margins compared to their competition. Far-reaching service and support models, an active sales force and a comprehensive on-site technical support of resellers at large installations and projects complete the service portfolio. Sysob has a broad range of tried-and-tested products from qualified manufacturers such as Allot Communications, Alloy Software, Array Networks, Barracuda Networks, Clavister, cynapspro, DeviceLock, ERICOM, ETECHNOLOGIE, Expand Networks, Insightix, Meru Networks, NETASQ, Procera Networks, Propalms, Proxim Wireless, Rangee, REDDOXX, RemoteScan, TELLnet, Thinstuff and vertico software.

More information: [www.sysob.com](http://www.sysob.com)

**About NETASQ**

With more than 45,000 products sold worldwide to date via a distribution channel of more than 300 partners spread out in more than 30 countries, NETASQ has made a name for itself as a major player in the information security field. NETASQ solutions efficiently meet the needs that enterprises have for a unified form of protection from network threats and spam.

For more information: <http://www.netasq.com>

Photos and logos: <http://www.netasq.com/marketing/marketing.php>

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