



NEWS RELEASE

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PortWise Signs Channel Partnership Agreement With Managed Security Solutions Ltd, Providing End-To-End Secure Mobile Access For Corporate Enterprise Customers

Partnership Part of PortWise's Aggressive European Channel Strategy

PortWise, Europe's leading SSL VPN vendor, today announced it has signed a European reseller agreement partnership with Managed Security Solutions Ltd (MSS), specialists in providing secure remote access solutions to enterprise clients across the UK and Europe. The partnership enables UK and European companies to purchase PortWise mobile security solutions from a recognised and trusted local partner. The announcement also strengthens PortWise's presence in the UK, and supports expansion into additional European markets.

"Our customers have already recognised the benefits of SSL VPN technology in enabling remote access to business applications, and we've received a phenomenal amount of interest in this area," said Tim Chambers, Sales Director, MSS. "By making strategic partnerships with best of breed companies such as PortWise, we will be able to continue to offer our customers the finest remote access solutions and guarantee our place at the forefront of this burgeoning market."

As part of the contract, MSS will initially resell the PortWise mVPN (mobile secure access) as part of its portfolio, and will also be incorporating PortWise mID (mobile authentication) and mVPN Management Server (mobile authorisation).

"MSS undertook a very thorough evaluation of all SSL VPN solutions in the market before we partnered with PortWise," added Chambers. "We ran both market and technical surveys of the leading SSL VPN vendors and PortWise came out on top. This was due to the rich technical functionality of the solution and their commercial offering to the European market."

MSS provides enterprises with integrated, best-of-breed security and remote access solutions to ensure connection to the corporate network regardless of location, access device or technology. As such, they are a perfect fit for PortWise, and the addition of PortWise mVPN technology to their portfolio has enabled MSS to provide a complete end-to-end secure mobile access solution.

“PortWise has a 100 percent channel focus in the UK, and an aggressive channel strategy. Creating relationships with the best channel partners is paramount to our success. We have been very impressed with MSS’ track record and professionalism and we are confident that together we can help organisations benefit from our technology,” said Kaushik Thakkar, Co-Founder and Vice President Strategic Development for PortWise.

The PortWise product suite, shipped as both software and as a security appliance, is widely recognised as the most comprehensive and technically advanced SSL VPN solution on the market today based on its ability to address the key issues facing the next generation of SSL VPNs – scalability and policy management. Industry analysts consider PortWise to be a fourth generation SSL VPN solution based on its technical functionality. The company was recently cited as a visionary vendor in Gartner’s Magic Quadrant on the SSL VPN market as a result of its innovative solutions such as using mobile phones in the authentication process.

About Managed Security Solutions (MSS)

MSS provides organizations with best-of-breed IT security solutions and consultancy services, specializing in Secure Remote Access, Email and Internet Content Filtering, Virus Controls, Gateway Security and VPN’s. Our product portfolio is complemented with specialist consultancy and technical support to ensure that our clients are able to manage their IT security infrastructure and have access to dependable support. Our team of experts are on hand to help and assisting in blending the right mix of products and services to offer our customers a true value-added solution. Headquartered in London, MSS has built a reputation around delivering 'Productivity, Trust & Partnership.' For more information, please go to www.mssuk.com

About PortWise

PortWise is European leader in the SSL VPN market, with a client portfolio including 150+ corporate customers, 500,000 users and some of the world’s largest implementations. PortWise’s mobile security solutions – PortWise mID (mobile authentication), PortWise mVPN Access Server (mobile secure access) and PortWise mVPN Management Server (mobile authorisation) – enable secure access to business systems regardless of time, place or device. The award winning product suite, shipped as both software and security appliance, is able to address the issues facing the next generation of SSL VPNs: scalability and policy management. Blue chip clients that are currently enjoying the benefits of the PortWise solution include: Ericsson, Toyota, HSB Bank and the Central Bank of Sweden. PortWise is a privately owned company, and its investors include Cazenove Private Equity, Four Seasons Venture and Scope. PortWise have offices in London, Sweden, the USA and India. For more information, please go to www.portwise.com.

For further information, please contact:

Kaushik Thakkar
PortWise
Tel: 0118 965 4059
Email: kaushik.thakkar@portwise.com

Tim Chambers
MSS
Tel: 0207 953 1270/1
Email: tim@mssuk.com

Tara Sinclair
Devonshire Marketing
Tel: 0870 242 7458
Email: tara@devonshiremarketing.com

Hamid Masud
MSS
Tel: 0207 953 1270/1
Email: hamid@mssuk.com