



NEWS RELEASE

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PortWise Signs Distribution Agreement with OpenPSL To Provide Award-Winning SSL VPN Solutions To The Channel

PortWise Solutions Are The SSL VPN Technology of Choice and The Only SSL VPN Solution In The OpenPSL Product Portfolio

PortWise, Europe's leading SSL VPN specialists, today announced it has signed a distribution agreement with OpenPSL, the first choice value-added distributor for the channel, to provide the award-winning PortWise SSL VPN solutions as part of the OpenPSL portfolio for resellers. The partnership enables channel partners in the UK and Ireland to purchase PortWise mobile security solutions from a trusted distributor and is the latest step in PortWise's aggressive channel strategy for the UK.

With a forecasted turnover of more than £100 million, more than 160 staff and offices throughout the UK and Ireland, OpenPSL is the premier value-added distributor for many vendors, VARs, systems integrators and software houses. As well as distributing a broad range of IT products, OpenPSL provides an extensive portfolio of Professional Technical and Financial Services.

"Mobile security solutions are in high demand and we looked at several SSL VPN products on the market," said Mark Corrigan, Security Product Manager for OpenPSL. "After an extensive evaluation of competitive products, we selected PortWise as our SSL VPN solution of choice based on the superior functionality of its products, which is outstanding."

PortWise is the only SSL VPN vendor in the OpenPSL product portfolio. Under the terms of the agreement, all of OpenPSL's Security Division and all of the company's support team will be trained in the PortWise product set, totalling 70 staff trained in the PortWise technology.

“OpenPSL sells only to resellers and is one hundred percent channel focused,” added Kaushik Thakkar, Co-Founder and Vice President Strategic Development. “They also have an excellent track record in selling and supporting technology solutions and we are absolutely delighted to be the SSL VPN product of choice in their product portfolio.”

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 OpenPSL

OpenPSL is the first choice value-added distributor for many vendors, VARs, systems integrators and software houses – a fact demonstrated by a host of achievements and initiatives that place the company at the forefront of its field. As well as distributing a broad range of IT products, OpenPSL provides a portfolio of resaleable technical services along with ISV migration and hosting services which are sold exclusively through channel partners. OpenPSL focuses on delivering tangible values and benefits – helping customers to achieve incremental sales, capitalise on new revenue streams, lower their cost of sale and focus on core competencies. At the heart of OpenPSL lies a team of dedicated professionals whose IT expertise is second to none. Each team member contributes to the individual style of OpenPSL, to create a proactive, customer-facing culture that’s built on the core values of knowledge, teamwork, integrity and excellence. To find out more visit www.openpsl.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.

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