



## **WatchGuard and IPvista Belux sign a Distribution Agreement for the Belux market**

**Brussels – September 1<sup>st</sup>, 2008** – IPvista Belux, leading e-business infrastructure solutions and services provider for IT professionals, announces its strategic alliance with WatchGuard, a leading player in the Unified Threat Management appliance market, serving customers in over 150 countries.

Through its network of resellers, IPvista Belux will distribute WatchGuard solutions, centered on the Firebox X e-Series UTM appliances, but also including a range of security and management software with the capability to add additional subscription-based services when needed. WatchGuard's Firebox X e-Series appliances are designed to provide basic security, networking and management features that can be complemented by integrated subscription services. The WatchGuard subscriptions services allow customers the ability to tailor the UTM solution to their unique security needs and are fully managed by the WatchGuard System Manager.

"WatchGuard is excited about the prospects of working with an experienced Value Added Distributor like IPvista. This step fits in the global growth of the UTM appliances and offers us a wider scale to develop our business. The offerings of IPvista are in line with our view on the market to round out our security portfolio with complementary options, such as industry solutions and management platforms," according to Marco Weeber, Regional Sales Manager of WatchGuard Nordics & Benelux.

The future of the security markets looks very bright. All security product markets are estimated to profit a double digit growth in the following years. With the proven experience of IPvista in the security market, WatchGuard is assured of a seamless integration of its products in the Belux market.

"The WatchGuard offerings complete our security portfolio and enable us to create unique synergies with our other solutions. For example the combination of Vasco's VACMAN Middleware with WatchGuard's Firebox eliminates the weakest link in any security infrastructure", comments Maud Gilson, IPvista Business Unit Manager. "Moreover, we can build upon the thorough expertise of other IPvista divisions in Europe that are already distributing WatchGuard products. Our first goal in the following months will be to focus very strongly on promoting the Watchguard appliances and on informing our partners about its advantages and its complementarities. That's why IPvista will organise a workshop at the end of October for the VAR's and SI's, More information about the agenda is available on our web site."

## **About WatchGuard**

For over a decade, WatchGuard has provided reliable, easy-to-manage firewall and VPN appliances to hundreds of thousands of businesses worldwide. Their best-selling Firebox X family of unified threat management (UTM) solutions leads the industry in comprehensive, multi-layered network security. Meanwhile, their newest products – the WatchGuard SSL 500 and SSL 1000 – make secure remote access easy and affordable, regardless of the size of your network. See what the powerful security solutions of WatchGuard can do for your business on [www.watchguard.com](http://www.watchguard.com).

## **About IPvista Belux**

IPvista Belux is the Logix Belux business unit dedicated to network & security solutions. Initially named network & security business unit, The IPvista Belux branding has been created in 2006 in order to demonstrate to the IT channel the distributor's determination to be considered as a major player in the Belux network & security market. Being a part of Logix Belux but with its own name, IPvista benefits continuously from the Logix Belux experience, branding, portfolio, organisation and network while maintaining a strong and independent identity.

This close relationship between Logix and IPvista offers a big opportunity not only to the VAR's & SI's that can contact Logix and/or IPvista depending on their business needs (even if they are offering infrastructure solutions including security or if their business is focused on security solutions only) but also to the vendors that can open new "doors" thanks to the Logix/IPvista extended network of resellers in the infrastructure and network & security worlds.

For more information about the network and security offering of Logix/IPvista, visit the web site: [www.Logix.be](http://www.Logix.be).

## **About Logix Belux**

Founded in 1998, Logix Belux - subsidiary of Arrow Enterprise Computing Solutions - is a leading e-business infrastructure solutions and services provider for IT professionals. Logix Belux provides companies with a full IT infrastructure solutions portfolio (middleware, servers, storage, network and security) in combination with value added services through a network of value-added resellers, systems integrators, ISV's and consultants.

More than 450 partners in Belux benefit of Logix Belux technical and sales expertise as well as a real business development support through its full range of value added services (integration, training, logistics, marketing and financial). Since June 2008, Logix Belux is part of the worldwide leading IT-distributor Arrow ECS. For more information about Arrow ECS, visit <http://www.arrowecs.com/>

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