

## gateProtect Press release

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### gateProtect wins new master distributor in Italy

*Alias s.r.l. to handle sales of gateProtect's successful UTM appliances from 1 August 2010*

**Hamburg, Germany. 23.07.2010 – gateProtect, a leading provider of Unified Threat Management appliances, announced today that it has signed a master distribution agreement with Alias s.r.l. ([www.alias.it](http://www.alias.it)), an Italian Value Added Distributor. Alias is one of the best known distributors in the security area and already works with other leading providers in this segment. The contract enables Alias s.r.l. to sell the whole gateProtect product range on the Italian market.**

In order to present its products as quickly and efficiently as possible to Alias' existing channel partners, gateProtect is providing Alias with two sales and technical specialists to help with business development.

The scope of the contract is a master distributorship with exclusivity for the whole of Italy. The new VAD is free to conclude sub-distributor agreements with other companies, but the partnership's primary goal is to win new VARs. As part of the master distributorship, gateProtect will transfer to Alias the management of the existing channel, which comprises 200 active VARs and retail sales of over 1 million euros.

"Alias is one of the most important wholesalers of IT security solutions and has an excellent reputation with Italian companies and resellers," says Dennis Monner, CEO of gateProtect. "The partnership is of high strategic value to us as we will gain access to this key distributor's channel and will be able to extend our market position in Italy under Alias' flag."

The gateProtect products will enable Alias to extend its product portfolio with innovative xUTM solutions for the fiercely competitive security market. The innovative design of the ergonomic Graphic User Interface eGUI<sup>®</sup> has been lauded in multiple independent tests.

#### About Alias s.r.l.

Founded in 1993, the Value Added Distributor Alias s.r.l. specializes in the security, wireless, VoIP, video surveillance, storage, networking, connectivity and internet areas. The company's core business is the provision of services and innovative solutions to companies, using technology to convert information to knowledge and helping customers to achieve their business goals. To sell its solutions, Alias uses a distribution network of 1500 VARs and internet service providers throughout Italy. The sales network is managed from the company's headquarters in Udine, as well as its subsidiaries in Milan and Rome, by qualified area managers and via the company's website ([www.alias.it](http://www.alias.it)) which is strongly oriented to technical support for the channel.

#### About gateProtect Aktiengesellschaft Germany

gateProtect Germany is a leading provider of IT security solutions in the area of network protection. Its primary products are xUTM appliance, firewall and client encryption systems.

#### Differentiators

Alongside their technical highlights, gateProtect products stand out from their competitors with their unique ease of use. gateProtect is the only provider in the world with an end-to-end implementation of the ISO NORM 9241 guidelines relating to ergonomic product design. With its unique and patented eGUI<sup>®</sup> (ergonomic Graphic User Interface) technology and its Command Center, gateProtect again raises the bar for easier configuration and management of firewall systems for Managed Security Service Providers (MSSPs). The innovative eGUI<sup>®</sup> technology enables a significant increase in enterprise security as well as higher efficiency levels for ongoing system maintenance. This delivers lower operating costs for customers.

#### Customers

gateProtect currently has 20,000 installations in Europe. The company's German customers include well-known companies and institutions such as TÜV Thüringen, E.ON Energy, Mercedes Benz, Galileo Satellite Systems, Deutsche Bahn, Kneipp, Constantin Film, the Technical University of Dresden and many more. The company's main target markets are midsized companies across all industries.

Further information is available at [www.gateProtect.com](http://www.gateProtect.com).

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