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## WALLIX SIGNS MAJOR DISTRIBUTOR WITH DISTOLOGY TO EXPAND UK CHANNEL PRESENCE

- SPECIALIST SECURITY VENDOR, WALLIX, SIGNS MAJOR VALUE-ADDED DISTRIBUTOR
- DISTOLOGY WILL BE INSTRUMENTAL IN EXPANDING WALLIX'S UK PRESENCE

**WALLIX, the security software company offering privileged access management solutions for large and medium enterprises, public organisations and cloud service providers, today announced that it has appointed a major UK distributor, the specialist IT security value-added distributor (VAD), Distology.**

### PARTNERSHIP DESIGNED TO BOOST WALLIX'S STANDING IN UK PRIVILEGED ACCESS MANAGEMENT MARKET

By enlisting the services of Distology, WALLIX will bolster its lead generation capabilities, pre and post-sales support and will gain additional dedicated channel resource, including access to a sizeable VAR community based across the UK.

WALLIX's flagship product, WAB Suite, secures an enterprise's most critical data and IT assets that are only accessible to so-called 'privileged' users<sup>1</sup>. Launched in January 2016, WAB Suite will join Distology's growing portfolio of software vendors that are entirely focused on the computer security market, so giving end-user companies access to a wide spectrum of cybersecurity solutions.

WALLIX is Distology's first partner that is focused on the privileged access management (PAM) sector, one of the fastest growing technology areas in the cybersecurity solutions market. Key drivers in the market are worries around internal IT security risks, password management, granting access to third parties or contractors, compliance with regulatory requirements around the governance of privileged access, monitoring and traceability to prevent data breaches.

To boost its positions, the company also expanded into the whole of Europe, the Middle East and more recently into the North America through a first strategic partnership.

Commenting on the company's decision to appoint Distology, Bruce Jubb, Regional Director for UK Ireland & the Nordics, WALLIX, said, "We have ambitious growth plans in the UK. Central to our strategy is to align with a distributor who's able to leverage a deep understanding of the security space and a proven track

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<sup>1</sup> 'Privileged users' refers to those within an organisation with elevated access credentials. These are typically system administrators or super users who job entails maintaining the critical IT infrastructure. Even though secure privileged access is essential in keeping critical data and infrastructure safe, as few as five percent of organisations have privileged user controls in place.



record in adding value. Distology does just that. It represents a new breed of distributor that is focused on managing the entire distribution lifecycle in a way that we have not seen before."

Hayley Roberts, managing director, Distology, gave her perspective, "Concerns around data breaches and compliance, such as the requirements imposed by the EU data protection law, the GDPR, are key factors driving uptake in the privileged access management market. WALLIX enables us to extend the offering into this critical area of enterprise security. Having looked at a number of PAM providers, we saw WALLIX as a company that had taken a fresh and holistic view of what customers are looking for with their award winning technology. From the ease of installing the product to the support on offer, we believe our resellers have a massive opportunity via this new partnership."

## ABOUT DISTOLOGY

UK based Distology distributes leading IT Security software solutions, complete with pre and post sales assistance and technical support, to markets in the UK & Ireland. Serving IT Security resellers with vendor quality expertise and alliances with the world's most respected software manufacturers, means that Distology is able to perceive and respond to the demands of the constantly changing market environment.

Distology strives to offer unrivalled support and services to add value to every single opportunity. Distology's mantra of Experience, Knowledge, Great Relationships and Drive means that partners, and in turn their customers receive products and services that provide real business benefits.

Distology takes ownership of the full distribution lifecycle, from lead generation and training partner teams in both technical and sales environments through to on site demonstrations, proof of concept and license fulfilment. This end to end approach to channel management means that partners are well engaged, successful, and want to come back for more.

## ABOUT WALLIX

WALLIX, [www.wallix.com](http://www.wallix.com), is a software company offering privileged access management solutions for large and medium sized enterprises, public organizations and cloud service providers, helping their many customers to protect their critical IT assets including data, servers, terminals and connected devices.

Wallix AdminBastion Suite (or WAB Suite) gives the most effective route to security and compliance by reducing its users' biggest security risk – privileged access to IT – in the shortest possible time. With an unobtrusive architecture, full multi-tenancy, and virtual appliance packaging, WAB Suite is the easiest solution in its category to implement, use and manage. Defined and praised by SC Magazine as a "unique approach to the entire privileged account management problem", the solution received a five-star rating by the cyber-security expert as well as the mention "Best Buy". Its best of breed features which include password management, web access portal, access control and comprehensive session monitoring and recording can be deployed easily and securely on premise or in a hybrid cloud environment.

WALLIX is a public company listed on AlterNext, with a strong customer presence in EMEA. WALLIX has offices in Paris, in Munich and London. Over 300 companies trust WALLIX to secure their IT systems, including Alain Afflelou, Danagas, Dassault Aviation, Gulf Air, Maroc Telecom, McDonald's, Michelin, PSA Peugeot-Citroen and Quick.

For more information, go to: [www.wallix.com](http://www.wallix.com)

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