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Ziften in UK and Ireland with Threatscape

28/09/18

Submitted by John Garratt on September 28, 2018



Endpoint security vendor Ziften has entered the UK and Ireland market through reseller and IT security specialist Threatscape. US-headquartered Ziften recently entered the German and Dutch markets through separate channel deals.

Threatscape becomes the newest partner in Ziften's recently launched Activate Partner Program, and will help customers secure their Windows, Mac OS and Linux endpoints.

"Ziften's number one priority is working with our partners for joint customer success, said Greg McCreight, SVP worldwide channels at Ziften. "With our Fast Start programme, we provide expedited on-boarding to Microsoft channel partners, enabling them to solve customers' endpoint security challenges. Threatscape is our first joint Microsoft partner in the UK and Ireland, and together we can achieve quick market success."

Spencer Berry, UK country manager at Threatscape, said: "As a Microsoft security partner, we're pleased to partner with Ziften offering their Zenith endpoint protection platform with Windows Defender ATP.

“Our customers will immediately benefit from the integration giving them protection and deep visibility on Windows, Mac OS and Linux systems. We expect quick success promoting the distinctive Ziften product with our implementation, support and management services.”

Roark Pollock, senior vice president of marketing at Ziften, told IT Europa at the this week's NetEvents IT Symposium in Faro, Portugal: “Our sweet spot was traditionally mid-market enterprises, but our expanding relationship with Microsoft is helping us get into larger enterprises also as our solution can be used to secure servers that aren't running Windows [in joint deals Microsoft will sell its own Windows security solutions and Ziften will secure Linux servers with Zenith].

“We showed 335% sales growth in the first half of 2018, and this will continue upwards as we extend our channel across Europe.”