

# Datacom Keeps Growing with McAfee

In a first of its kind award from McAfee, Datacom was recognised last week as the Top Growth Partner of the Year for 2011.

Datacom, which has been a McAfee partner for more than a decade, more than doubled its revenue from the previous 12-month period, primarily due to large deals secured with ACT government agencies and a large national business based in WA. Datacom's positive, constructive relationship with McAfee sales professionals was most definitely a contributing factor to their success.

"Part of the reason we work well with Datacom is because of their open approach to doing business," says Matthew Old, Director Channels & Alliances, McAfee Australia/New Zealand. "They have taken the time to know our sales department in addition to our products and solutions so that they can promote McAfee as a specific fit for their customer's security needs."

Also crucial to Datacom's growth is its dedicated security unit, Technical Security Services, and secure, robust cloud computing offering, both of which have helped guide customers through the latest mobility and Bring Your Own Device trends.

"We are delighted to have won the McAfee Top Growth Partner of the Year for 2011," says Todd Gorsuch, the Director of Datacom's National Group. "With mobility, cloud and big data creating challenges for IT departments, it is no surprise security and licensing advice is on the rise. These changes have made security and software licensing increasingly complex. Navigating this complexity requires experts who can both advise and manage on the ground in your state. The Systems Integrator's role is not about license fulfilment anymore, but about optimising your security investment against your business drivers. Our investments in building national security and licensing practices are starting to garner big results for Datacom and our customers."

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