

# Imperva looks to regional support in appointing M.Tech as ANZ distributor

SYDNEY, November 2.

Imperva, the data security leader, today announced the appointment of M.Tech, leading regional IT security and network solutions, as its distributor for Australia and New Zealand.

M.Tech will offer Impervas SecureSphere data security suite and database firewall solutions to the local market, with support capabilities extending across Asia Pacific for customers with operations in the APAC region.

In addition to network-based monitoring and blocking of unauthorised activity by trusted insiders, SecureSphere is able to terminate local user activity and quarantine user accounts in the event of a security policy violation. This extends Imperva's unmatched database protection to a full 360 degrees.

Impervas Vice President Asia Pacific, Stree Naidu, said:

M.Techs impressive regional presence means that Australian-based customers with operations in any of 10 countries and 25 cities across APAC, these are covered by our new distributors substantial support and delivery capabilities.

Moreover, the companys relatively recent presence in ANZ will assure us of top mindshare in helping to generate business, in a 100 per cent two-tier channel model. Having a single distributor will allow us to leverage M.Techs considerable business development capabilities to the fullest.

M.Tech Regional Business Manager for Australia and New Zealand, Paul Lim, sees Imperva as the answer to the growing threat of theft of credit card numbers and passwords, through poorly secured web application servers and databases. He says Imperva offers the best value in combating these threats and meeting strict compliance requirements.

With its rich security solutions easy-to-use features, Imperva is poised to lead in this space where other current security solutions are insufficient to deliver full protection, said Lim.

He sees Impervas unique value proposition as the ability to deliver on two fronts: to fully understand and inspect complex layer 7 web application traffic, such as XML, and identify and stop threats before attacks are executed; and comprehensive database protection for all popular databases, including Oracle, SQL, Sybase etc. Elements of the database protection solution include a firewall, backed by tools for auditing and vulnerability assessment.

In combination, Imperva is the only solution that delivers end-to-end application data protection, said Lim. With the regular enablement training we will conduct for Impervas partners, and the ease of administration of the SecureSphere solution, we are confident that Imperva will be a natural choice for ANZ organisations needing to secure their web application and database data.

About

M.Tech Group

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M.Tech Group of companies is part of the Singapore Exchange-Listed Multi-Chem Group. Established in May 2002, M.Tech is a leading regional distributor of IT Security, Application Delivery Network, Storage and Video Communication solutions, with operations in 25 cities in 10 countries in APAC. M.Tech is also an authorized training centre for security and network certified courses.

For

more details about M.Tech and our full spectrum of integrated products and solutions, please visit [www.mtechpro.com](http://www.mtechpro.com)

## About Imperva

### Imperva, the Data Security

leader, enables a complete security lifecycle for business databases and the applications that use them. Over 4,500 of the worlds leading enterprises, government organisations, and managed service providers rely on Imperva to prevent sensitive data theft, protect against data breaches, secure applications, and ensure data confidentiality. The award-winning Imperva SecureSphere is the only solution that delivers full activity monitoring from the database to the accountable application user and is recognised for its overall ease of management and deployment. For more information, visit [www.imperva.com](http://www.imperva.com).

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