

# LAN Systems to provide channel services for WatchGuard security products

LAN Systems has been appointed to provide channel services for WatchGuard network security products in Australia and New Zealand.

WatchGuard's unique ServerLock product will further enhance LAN Systems security portfolio and help give LAN Systems resellers a competitive edge in the network security space.

A lot of vendors claim to have a unique product. However, in the case of WatchGuard, this claim is true. There's nothing else like ServerLock currently available from any other vendor on the market, said Nick Verykios, General Manager and Marketing Director of LAN Systems.

With all the sophisticated firewalls, VPNs and web switches that are available, people's websites are still being hacked and defaced. The recent spate of high profile, but harmless, hacks on the websites of Mel Gibson, Jennifer Lopez and Denzil Washington by Brazilian group Prime Suspectz, are good examples.

ServerLock, from WatchGuard locks-down both the server file system and the operating system kernel. This means no changes can be made to that server. It can't be written to at all unless it's locally switched to admin mode by an authorised administrator.

This gives a higher degree of security than previously available. The market potential for WatchGuard's ServerLock is also huge as every server that faces the Web is a target for this product and regardless of platform and other security devices, ServerLock can be implemented as an add-on, explained Nick Verykios.

LAN Systems is a full service master distributor for WatchGuard products in Australia. This means LAN Systems will provide training, technical consultation and support for all WatchGuard products.

"Kanbay are excited to hear of the appointment of LAN Systems as a full service master distributor for WatchGuard. This appointment enables Kanbay to source the WatchGuard product range from LAN Systems as a natural extension of our strong relationship with LAN Systems, who provide us with consistent service and support", said Jon Barford, National Sales Manager for Kanbay.

## WatchGuard Firebox

WatchGuard's Firebox System is a scalable firewall and virtual private network (VPN) solution for small, mid-sized and large distributed enterprises. According to recent research, WatchGuard's Firebox leads as the No.1 SME VPN hardware solution (Infonetics report 2001 VPN Hardware and Software cited WatchGuard as owning 20% of the market in 2000, earning the top spot as revenue-leader for mid-range VPN hardware).

WatchGuard's Firebox II hardware and software solution delivers four benefits:

- centralised management,
- comprehensive security protection (including firewall and VPN),
- WatchGuard's LiveSecurity Service and
- a choice of plug-and-play Firebox security appliances.

## LiveSecurity Service free for first 12 months

WatchGuard's LiveSecurity Service keeps WatchGuard customer updated with the latest threats and responses, security news, software and other information. The alerts and advice from the LiveSecurity Service help administrators protect their network against new security threats as they emerge. Every WatchGuard product that ships includes a one-year LiveSecurity subscription that can be renewed annually or bi-annually.

For distributed enterprises with multiple branch offices and telecommuters, WatchGuard's VPN Manager lets administrators simply and quickly create VPNs, reducing the complexity and costs associated with operating a network of VPN connections. For additional protection, WatchGuard ServerLock can be incorporated into the system to "lock down" operational servers, protecting against service outages caused by Web site defacements and server configuration threats (internal and external).

Australian recommended retail pricing

Pricing for ServerLock for NT starts from A\$2,620

Pricing for SOHO Firewall starts from A\$900

Pricing for FireboxII appliance starts from A\$10,000

Ends

About WatchGuard Technologies, Inc.

WatchGuard (Nasdaq: WGRD) is a leading provider of dynamic, comprehensive Internet security solutions designed to protect enterprises that use the Internet for e-business and secure communications. The Company is a pioneer in the creation of the plug-and-play Internet security appliance and offers solutions for any size organisation-from large enterprises with geographically dispersed offices and telecommuting employees to home offices with a single broadband connection. The Company's innovative LiveSecurity Service enables organisations and users to keep their security systems up-to-date and its ServerLock software "locks down" operational servers, protecting information and content against service outages caused by server configuration threats. For more information, please call 206.521.8340 or visit [www.watchguard.com](http://www.watchguard.com).

About LAN Systems

LAN Systems, a Comstor company, is a channel provider of networking technology products, and is a division of the global Westcon Group.

LAN Systems is a provider of integrated networking and communications solutions to resellers, telecommunications carriers and information service providers throughout Australia and New Zealand.

The company is headquartered in Sydney at Unit 3, 39 Herbert Street, St Leonards NSW 1570, phone: (02) 9432 1000, fax: (02) 9901 3003, [www.lansystems.com.au](http://www.lansystems.com.au). LAN Systems has additional offices in Melbourne, Brisbane and Perth.

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