



## Seccom Appoints InfraServe as First Distributer

Seccom Global, leading Australian managed security services provider (MSSP), have today announced their partnership with world-leading managed services distributor, InfraServe, as the first distributor of their managed information security products and services.

As Seccom Global's first national, official distributor, InfraServe will offer Seccom's range of products and managed services across the entire APAC region.

Seccom Global's Chief Information Officer, Gavin Matthews, believes this agreement will give the channel access to high quality managed security services with the support and backup of distribution. InfraServe understand what managed services are all about, and are well placed to support resellers that want to grow their managed services portfolio. There has been a gap in the distribution market in APAC and InfraServe has recognised this and responded. I believe it is an exciting day for the channel to have a specialist services focused distributor run by such an experienced and dedicated team.

Managing Director at InfraServe, Roy Pater, says InfraServe's partnership with Seccom Global provides an exciting opportunity to distribute world class secure services across the Australian reseller market.

We are very excited to have been selected by Seccom Global to be their first distributor appointed to distribute their cloud products (Services) to the Australian reseller market. We are a driven and passionate team that want to assist resellers in successfully selling cloud solutions. When you break it down is not much different to buying hardware and software to build a solution. The only difference is instead of buying the hardware, the reseller sells it as a service but a solution still needs to be architected, built and managed for which the client pays by the month instead of on a once off basis. However to do this well one needs to have a secure and reliable platform and that is why we are happy to distributing a world class and highly secure range of services from Seccom Global.

The partnership comes as a result of InfraServe's continued success in simplifying the sale and provisioning process of cloud service across the reseller channel and will aim to further establish Seccom's growing, global footprint as products and services become more readily available and accessible to resellers.

### About InfraServe

InfraServe is a distributor, focussed on aggregating pay per use Cloud services via the Australian reseller channel. Set up in January, the core focus of the business is to find the right Cloud vendors to make the provision, use and sale of cloud services simple and within easy reach of the reseller channel. The cloud computing services distributed address the needs of small to medium enterprise organisations via its selected resellers. It is a well-funded company with a team that have a depth of experience in distribution and been pioneers of cloud computing. For more information visit: [www.infraserve.com.au](http://www.infraserve.com.au)

### About Seccom Global

One of Australia's fastest growing information security providers, Seccom Global is recognised as a market leader in managed security services. The company operates solely in the Managed Security Service Provider (MSSP) space and has invested heavily in up-to-date and comprehensive systems to enable delivery of management and support services.

Seccom Global offers professional and managed services and technologies to help businesses and government gain greater visibility and control of their Internet business risk. The company is 100 per cent focused on edge network security and connectivity, collaborating with customers to align their information security connectivity requirements to their individual business needs. Customers include many of Australia's best known organisations. Seccom Global is recognised by industry analyst Gartner as one of the leading MSSPs in Asia Pacific. For more information visit: [www.seccomglobal.com](http://www.seccomglobal.com)

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