

# Secure Computing announces new partnership with ALSTOM IT, completing the restructure of its distribution channel

ALSTOM IT now sole distributor of Secure Computing's authentication software

Secure Computing, the experts in securing connections between people, applications, and networks, today announced the appointment of ALSTOM Information Technology as the sole Australian distributor of its token-based authentication and access control security software solutions. ALSTOM IT will distribute the SafeWord family of products, which includes SafeWord Premier Access, SafeWord for Citrix and other authentication products in the SafeWord for family.

We chose ALSTOM IT as our distributor for SafeWord because we view them as a best-of-breed distributor, said Eric Krieger, Regional Sales Manager, Secure Computing. Since ALSTOM IT is a major distributor of Citrix products, they are a perfect fit for our range. Because SafeWord for Citrix is a streamlined version of SafeWord, it is an ideal addition to ALSTOM IT's line of authentication and VPN solutions.

The SafeWord family of products complement our existing suite of world-class server based offerings, in particular Citrix, AppSense and Wyse, said Greg Newham, General Manager for ALSTOM Information Technology. We were looking for a password authentication solution to offer our resellers, and after researching a range of products, Secure Computing's SafeWord product range proved to have a tighter integration with Citrix than any other product we tested. It was the obvious choice.

The new partnership with ALSTOM IT completes the recent expansion of Secure Computing's Australian distribution channel.

Our new channel policy in Australia has involved the creation of single-product focused distributors, explained Krieger. This, in turn, provides our resellers with a single point of contact, simplifying the channel for all involved.

For more information on Secure Computing's security solutions, visit [www.securecomputing.com](http://www.securecomputing.com)

## About ALSTOM

ALSTOM's Australia Limited's Information Technology Group was established in 1992 and is a national value added distributor specialising in providing security, server-based computing, Management and Java Solutions to the Australian channel. Head office is in Sydney with branches in Melbourne, Adelaide, Brisbane and Perth.

The business forms part of ALSTOM's operations in Australia and New Zealand, which generate annual sales in excess of A\$1.4 billion and employ some 4,000 people. Worldwide, ALSTOM is represented in more than 70 countries with sales exceeding A\$38 billion and over 112,000 employees.

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