

# DNA Connect signs on as Australia and New Zealand distributor for nCipher Security to meet region's critical data security and encryption needs

Rapid multi-cloud and IoT adoption drives deployment of data protection solutions

SYDNEY, Australia – 11 Feb, 2020 – nCipher Security, an Entrust Datacard company, and provider of trust, integrity and control for business-critical information and applications, and DNA Connect, a leading specialist distributor of security solutions based in Sydney, Australia, have finalised an agreement to offer nCipher's data protection and cybersecurity solutions across Australia and New Zealand.

"Our partners are telling us that risk management, cost reduction and compliance with the regulatory environment, especially in multi-cloud deployments, are driving customer conversations," said Munsoor Khan, executive director of DNA. "nCipher's solutions address these concerns and are a perfect addition to our security portfolio. We're looking forward to a strong partnership based on nCipher's superior technology and channel-first strategy and our decades of experience taking enterprise solutions to market."

Organisations around the globe depend on nCipher's nShield® family of hardware security modules (HSMs) to protect against threats to their sensitive data, network communications and enterprise infrastructure. This same proven technology also underpins the security of technologies such as cloud, the internet of things (IoT), blockchain and digital payments while helping meet compliance mandates.

According to nCipher's 2019 Global Encryption Trends Study, 51% of Australian organisations have an overall encryption plan or strategy that is applied consistently across the entire enterprise – indicating an understanding of and appetite for data protection technologies. Three quarters (75%) of Australian respondents also rate HSMs as either 'very important' or 'important' to their organisation's encryption or key management activities.

"The Australian market is a growth region for nCipher Security, and one that is evolving at a rapid pace," says Scott Kemish, global VP of channel sales at nCipher Security. "Global data compliance regulations such as GDPR and Australia's Privacy Act, along with increased cloud and IoT adoption, have put data protection at the forefront of customers' security strategy. As a result, we're seeing heavy demand for our data security products throughout the region, particularly within the financial services industry, government, and healthcare sectors. These trends have in turn informed our decision to embrace a 100% channel model."

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