

Thycotic Expands APAC Management Team with Appointment of Andrew McAllister, Kris Hansen and Sam Aylett

Focus on enabling every major systems integrator and managed service provider in the region to offer privileged access management as a service

SINGAPORE, August 19, 2020 -- Thycotic, provider of privileged access management (PAM) solutions to more than 10,000 organizations, including 25 of the Fortune 100, has expanded its APAC management team with the appointment of Andrew McAllister as Vice President, APAC, Kris Hansen as Strategic Alliance Director, APAC and Sam Aylett as Director of Marketing, APAC.

Thycotic has also established a Singapore office which, along with the new appointments, boost support for major systems integrators and managed service providers offering PAM-as-a-service cyber security solutions to organizations in the region.

Thycotic is the leading provider of cloud-ready privilege management solutions that limit the ability of cyber and insider attackers to access valuable systems and data. The company has a 100% channel sales model and works closely with distributors and partners throughout Asia to service a rapidly growing corporate and government customer base.

Based in Thycotic's Asia Pacific headquarters in Adelaide, Australia, McAllister is responsible for Thycotic's regional strategy, support and distribution channels across the Asia Pacific region. He previously held the role of Regional Director, Australia and New Zealand for the company.

McAllister's goal in his expanded role is to replicate Thycotic's success in Australia and New Zealand across Asia. "Escalating cyber attacks during the COVID-19 pandemic have exposed the weakness of many organizations' cyber defenses," said McAllister. "Most organizations are yet to effectively implement privileged access management, which according to Gartner is the number one project they could do to reduce cyber risk."

Adelaide-based Hansen is responsible for managing the company's Asia Pacific network of distributors and reseller partners. While he now has a dedicated Asia Pacific role, Hansen, who was previously Director of International MSP Sales for Thycotic, retains worldwide responsibilities as a managed service provider (MSP) product specialist and thought leader.

His goal in his new role is to enable every major systems integrator (SI) and MSP in the region to PAM-as-a-service to their customers. "We want more SIs and MPSs to reach the enterprise and government customers they have agreements with," said Hansen.

"Our Asian distributors have a key role to play in strengthening our partner relationships and we are also looking to appoint new distributors to extend our reach," said Hansen. "Thycotic will work closely with our partners to ensure they are fully trained and certified and able to deliver successful customer implementations that comply with stringent cyber security directives, such as the Australian Signals Directorate's Essential Eight strategies." PAM security is a "huge growth business", according to Hansen. "Thycotic solves a key problem that the security market could not address for many years. Our PAM solutions can be deployed as a service, hosted, in the cloud, or under the desk of the CTO. Where you keep your secure password vault and how you manage your password security is highly flexible."

That flexibility extends to its channel partners, says Hansen. "In addition to reseller agreements we offer a flexible MSP license structure and partner program that aligns with the sort of client agreements that large MSPs have. They often host Thycotic's PAM solutions themselves, for example, and retain ownership of the service, which can be very important for them."

Melbourne-based Aylett joins Thycotic as Director of Marketing and will drive the marketing vision and roadmap for the APAC region. His career spans multiple industries, including finance, telecommunications, entertainment and technology. Most recently Aylett built and led the marketing function for high-growth ASX-listed fintech Iress as Global Head of Business Marketing.

About Thycotic

Thycotic is the leading provider of cloud-ready privilege management solutions. Thycotic's security tools empower over 10,000 organizations, from small businesses to the Fortune 100, to limit privileged account risk, implement least privilege policies, control applications, and demonstrate compliance. Thycotic makes enterprise-level privilege management accessible for everyone by eliminating dependency on overly complex security tools and prioritizing productivity, flexibility and control. Headquartered in Washington, DC, Thycotic operates worldwide with offices in the UK and Australia.

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