Fortinet Partner Awards: Infinigate named OT Value Distributor Germany 2025

Friday 7 November, 2025

Haar, 7 November 2025. The Infinigate Group, the leading technology platform and trusted advisor in cyber security, cloud and network infrastructure, was honoured yesterday evening by Fortinet with the award for best German distributor in the field of operational technology (OT). The award ceremony took place during the Fortinet Partner Awards Ceremony in Dreieich, near the Fortinet branch in Frankfurt/Main.

The Fortinet Partner of the Year Awards recognize dedicated as well as distinguished partners and distributors around the world. Fortinet's channel partners play a critical role in helping Fortinet provide comprehensive cybersecurity protection for all users, devices, and applications and across all network edges.

The Distributor of the Year is committed to regular partner outreach and enablement, educating resellers on solutions and services, and helping to facilitate opportunity with Fortinet.

"We are very proud of this award and delighted that Fortinet has placed its trust in us by naming us the best OT distributor. We see this as a great recognition of the resources we invest in OT security and the expertise we have acquired as a team in this business-critical cybersecurity segment," says **Patrick Scholl, Director OT CoE at Infinigate Germany.** "Our ambitious journey continues. Given the enormous cyber threats, networked production and processes, and compliance requirements, the need for expert advice from channel partners and their customers, as well as the demand for holistic OT security strategies and practical guidance on regulatory compliance and the protection of relevant assets, will become even greater."

André Stark, Managing Director of Infinigate Germany & Austria, and Sebastian Krüger, Head of Business Unit Infinigate Germany, attended the Partner Awards Ceremony in Dreieich on behalf of Infinigate to accept the award.

The Fortinet Partner of the Year awards are judged on factors including year-on-year revenue growth, investment in training, specializations and certifications, enhanced innovation and executive engagement, and success in leading customer engagements with Fortinet.

A Program Focused on Enabling Opportunities for Partners

Fortinet is committed to helping partners meet new and evolving customer challenges created by work-from-anywhere models, hybrid IT environments, and the evolving threat landscape through Fortinet's Engage Partner Program and enablement tools for partners. The program is focused on enabling growth opportunities that are unique with Fortinet's expansive portfolio built around the Fortinet Security Fabric, designed to secure customers' entire infrastructure from the data center to the cloud.

In addition, Fortinet is committed to helping partners grow productive, predictable, and rewarding relationships to differentiate from competitors. The Fortinet Engage Partner program helps partners acquire the industry knowledge they need to increase business opportunities, deliver digital acceleration for customers with customizable programs, and accelerate partner growth.

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About the Infinigate Group

The Infinigate Group, the leading technology platform and trusted advisor in Cybersecurity, Cloud & Network Infrastructure sets itself apart for its deep technical expertise, delivering locally tailored solutions and services to SMB and enterprise customers across EMEA and ANZ. Relying on a strong central supply chain and an extensive portfolio of leading-edge solutions, Infinigate sparks growth for vendor and channel partners.

For additional information please visit www.infinigate.com

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