Infinigate Cloud and Mimecast extend partnership in the UK and Ireland

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Infinigate Cloud will lead Mimecast's expansion as its first MSP Distributor in UK&I.

London, UK, – 10 December, 2024 – Infinigate Cloud, the expert business unit of the Infinigate Group specialising in secure cloud solutions today announced that it has expanded its partnership with Mimecast, a leading cybersecurity company transforming the way businesses manage and mitigate human risk.

Building on their seven-year partnership, Mimecast and Infinigate Cloud are expanding their successful collaboration in the MSP segment. In an increasingly complex cybersecurity environment, Mimecast's cybersecurity leadership and Infinigate Cloud's extensive partner ecosystems will combine to provide an unparalleled response to growing demand for flexible, expert, managed security services. Infinigate Cloud will provide access to Mimecast's MSP portfolio and services across the UK and Ireland.

Infinigate Cloud, who already provides UK channel partners with access to Mimecast's full MSP portfolio, will focus on helping its 2,500+ MSPs in the UK and Ireland better protect their customers with a modern, cloud-first email security solution. Channel partners will benefit from Infinigate's specialist focus, knowledge and investment in a dedicated team, supporting Mimecast's expansion across the region.

MSPs and MSSPs will gain access to Mimecast's Partner ONE™ MSP Program, through Infinigate Cloud's advanced platform, becoming part of one of the fastest growing channel ecosystems, intercepting the opportunity offered by the Global MSSP market, expected to reach $77bn by 2030.

Infinigate's channel partners will benefit from Mimecast's new Partner ONE MSP Program, launched on 12 November, including a wide range of services and additional benefits for partners to support seamless transactions and incremental growth.

Mimecast's proactive protection is relevant for the large, midsize and small markets. Mimecast's own Threat Intelligence Report found that SMBs pay the big price, facing twice the threat as enterprise-size companies. Increased risk results from a higher percentage of employees in critical roles, which translates into a higher level of threats per user. Additionally, SMBs are vulnerable as they often rely on credential-based cloud services and attackers focus on credential theft, a common phishing goal.

Denis Ferrand-Ajchenbaum, Chief Growth Officer at Infinigate and MD of Infinigate Cloud, said: "We are delighted to trailblaze Mimecast's new MSP distribution programme and be the first distributor in the UK to bring this offering to channel partners, representing a sizeable opportunity for growth for all involved. This fits perfectly with our role and mission as a Managed Security Services Distributor (MSSD)."

James Lee, VP Partner Sales, EMEA at Mimecast said: "Infinigate Cloud is the clear choice to help us expand our business across the UK and Ireland. Their cybersecurity specialism and well-established MSP engine and channel network has us poised for sustained success and future growth across UK & Ireland. Infinigate and partners can count on the Mimecast Partner ONE MSP Program to offer support and simplified operations."

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About Mimecast

Mimecast is a leading cybersecurity company transforming the way businesses manage and mitigate human risk. Its AI-powered, API-enabled connected Human Risk Management platform is purpose-built to protect organizations from the spectrum of cyber threats. Integrating cutting-edge technology with human-centric pathways, our platform enhances visibility and provides strategic insight that enables decisive action and empowers businesses to protect their collaborative environments, safeguard their critical data and actively engage employees in reducing risk and enhancing productivity. More than 42,000 businesses worldwide trust Mimecast to help them keep ahead of the ever-evolving threat landscape. From insider risk to external threats, with Mimecast customers get more. More visibility. More insight. More agility. More security.

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About Infinigate Cloud

Infinigate Cloud is a division within the Infinigate Group specialising in secure cloud solutions.

As a "born in the cloud" distributor with a deep technical heritage, we are digital natives who continuously invest in our teams and develop our value-added services to ensure we provide the best technical expertise and support to our partners.

Our 25+ years of experience in the cloud, our long-standing relationship with Microsoft and our extensive cybersecurity expertise have taught us that we are only successful if our partners are too, as evidenced by our world-class partner satisfaction ratings. Our award-winning training and go-to-market services help our partners realise their full potential and grow their businesses faster.

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