Infinigate Cloud and WatchGuard Sign Distribution Partnership Agreement. Extending Infinigate Group's secure cloud solutions portfolio through leading SMB-focused cybersecurity solutions.

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Fareham, UK: 20/06/23. Infinigate Cloud, the Infinigate Group's expert business unit specialising in secure cloud solutions has been selected by WatchGuard as a distribution partner in the UK, to focus on driving growth for its subscription model for SMB partners. The collaboration builds on the successful partnership with Nuvias, now also an integral part of the Infinigate Group.

WatchGuard, a global leader in unified cybersecurity, whose Unified Security Platform framework brings together network and endpoint security, secure Wi-Fi, multi-factor authentication and network intelligence products and services, makes enterprise-grade cybersecurity technology accessible for every company.

"Our collaboration with WatchGuard provides increased revenue and margin opportunity for our MSP partners to deliver new solutions to keep their customers secure. The ideal WatchGuard partner profile matches perfectly with Infinigate Cloud's MSP partners, making for strong alignment and large opportunity", adds Michael Frisby, Senior Vice President Cloud Services at Infinigate.

Infinigate Cloud will be the first distributor to focus on WatchGuard's subscription service model in the UK, answering the need for a more flexible consumption model, avoiding upfront capital expenditure. This is something businesses value, particularly with the current macro-economic challenges and unpredictable business environment.

The collaboration with WatchGuard will benefit from a deep technical integration with CORE, Infinigate Cloud's Marketplace & Integrations platform, to provide a seamless experience for resellers to purchase WatchGuard network security, advanced endpoint, multi-factor authentication, and Wi-Fi products and services alongside Microsoft 365 and Azure.

Jonathan Whitley, Regional Vice President - Northern Europe at WatchGuard Technologies WatchGuard comments: "Infinigate Cloud expands on the successful, long-term relationship we built with Nuvias, adding in-depth cloud specialism and a focus on the subscription service model, the way forward to build growth for everyone involved. The channel is a priority for us, and we are committed to close collaboration and to providing the best support we can to our channel partners".

WatchGuard delivers the first security hardware offering for Infinigate Cloud, adding to its comprehensive range of secure cloud solutions.

About Infinigate Cloud

Infinigate Cloud is an expert business unit within the Infinigate Group specialising in secure cloud solutions.

As a born in the cloud distributor with a deep technical heritage, we continually invest in our teams and evolve our value add services to ensure we deliver the very best in technical expertise and 24*7 support for our partners.

Our 25+ years of experience in the cloud has taught us that we are only successful if our partners are. Award winning education and go to market services help our partners achieve their full potential and grow their businesses faster.

About the Infinigate Group

The Infinigate Group is a value-add distributor, fully committed to sustainable, leading-edge cybersecurity solutions. Founded in 1996 in Switzerland, it has grown to incorporate the entire EMEA region, with offices in 30 countries and partners in more than 50. Our more than 1,200 dedicated employees, half of them with in-depth technical knowledge, are passionate about best-of-breed cybersecurity, secure networks and secure cloud for SMB and enterprise market segments, for on-premise and cloud-based IT infrastructure. The Infinigate Group relies on strong country organisations, which can adapt to the needs of their respective partners, MSSPs and vendors, by providing technical, marketing, sales and

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professional services. For additional information visit: http://www.infinigate.com/

Since 2022 Nuvias, Vuzion and Starlink are part of the Infinigate Group. Find out more about our new offerings at www.Nuvias.com, www.Vuzion.cloud and www.StarlinkME.net

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