



COMPUTERLINKS Launches in Australia

Global full-service distributor of data security and authentication solution opens office in Sydney, launches three new brands to deliver new opportunities to local channel partners.

SYDNEY – May 9, 2007: COMPUTERLINKS, a leading global distributor of IT security solutions, has entered the Australian market with the launch of a local company and three new vendor lines of encryption and strong authentication products. The company has signed Australian distribution agreements with Utimaco for its SafeGuard® data encryption solution, Aladdin for its eToken™ strong authentication, and Microdasys for SCIP encrypted content security.

The new company in Australia is COMPUTERLINKS Network Security Systems Pty Ltd. It is owned by COMPUTERLINKS – a public company based in Munich, Germany, and listed on the German stock exchange. COMPUTERLINKS has over 400 employees globally and achieved turnover of 397 Euros (A\$645 million) in 2006.

COMPUTERLINKS in Australia has opened its Sydney office with a team of four, which is projected to grow to eight by the end of 2007.

“We’re launching our business in Australia with three vendor lines from COMPUTERLINKS in Germany, which offer strong new business opportunities for our local resellers because the products have never been supported here by mainstream distributors,” said Matthew Hales, Managing Director of COMPUTERLINKS in Australia.

These new solutions are suitable for organisations ranging from 100 users upwards. Key technology areas covered by the three vendor lines include:

- Hard disk encryption
- PDA security
- File and folder encryption
- Plug & Play policy enforcement
- Email encryption
- Encrypted (SSL) content scanning
- XML content scanning
- SSL certificate validation and policy enforcement
- Password management
- One-time passwords (OTPs)

“COMPUTERLINKS does not sell direct to end-users or have its own reseller arm,” said Hales. “Our business model is to operate through a network of reseller partners and provide a comprehensive portfolio of data security and authentication products. These are backed by an extensive range of professional services to ensure that channel partners can deliver competitive advantage to their customers.

“The company has 20 years of experience in the value-added distribution of data security solutions. Our new company here in Australia is backed by the full financial and technical resources of our German parent company, and we can also call on the expertise of our other international operations in the U.S. and Canada if required,” he said.



Utimaco Protects Data on Laptops, PDAs, Removable Media and Email

Utimaco SafeGuard® technology enables mid- to large-sized organisations to protect their data assets against attacks and to comply with privacy laws by protecting their confidentiality and integrity. In response to twenty-first century threats, Utimaco's complete range of data security solutions provide full 360 degree data protection unlike point solutions which only partially cover the data security needs of enterprises.

SafeGuard solutions protect and manage data during storage (data at rest), during transmission (data in motion) and during processing (data in use). Utimaco has sold around 3 million hard disk encryption licenses worldwide – more than any other vendor.

Aladdin Minimises Password Issues with Strong Authentication & Password Management

Aladdin is a leading supplier of USB strong authentication and password management solutions offering tokens, smart cards, one-time passwords (OTPs), solutions for PKI and digital signatures, and the convergence of physical and logical security – all supported by a complete one-platform security management system. The company is a pioneer in the protection of digital assets, and holds the global patent rights for all USB-based authentication devices.

Microdasys Expands Content Scanning to Include SSL Encrypted Data

Microdasys is a specialist vendor of deep content inspection technology. Microdasys SCIP and XmlRAY products integrate with existing content scanners to enable encrypted and XML content to be covered by company protection policies. Risks associated with acceptance by users of inappropriate digital certificates can be reduced by implementing a centralised policy.

About COMPUTERLINKS

COMPUTERLINKS is a full-service distributor of data security and authentication solutions, providing Australian channel partners with reliable, supported solutions from world-leading hardware and software manufacturers. The company provides a comprehensive and complementary product portfolio, backed by an extensive range of professional services, to ensure channel partners deliver the right solutions to their customers. COMPUTERLINKS delivers profitable growth to partners and competitive advantage to their customers by providing a full-service package of technical, sales and marketing support, practical training and efficient logistics.

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