Ivanti appoints Infinigate group to deliver cybersecurity solutions across Europe

Infinigate Group appointed as European Distributor

ROTKREUZ – 29 April 2022 – Infinigate Group, a leading Value-Added Distributor (VAD) of cybersecurity solutions in Europe, today announced a partnership with Ivanti, the provider of the Ivanti Neurons automation platform that discovers, manages, secures, and services IT assets from cloud to edge.

The partnership announcement follows Ivanti's continued expansion into the cybersecurity space with its recent acquisitions of cybersecurity vendors MobileIron, Pulse Secure and RiskSense, and will enable it to further consolidate its position as a global market leader in the unified endpoint management, cybersecurity and enterprise service management markets.

Klaus Schlichtherle, CEO of Infinigate Group, said: "We're extremely proud to be the chosen value-added distributor for Ivanti's cybersecurity solutions in Europe. Our passion is to work with organisations who are making a positive contribution to society – and we're excited by this opportunity to work directly with one of the most innovative players in the IT industry as it makes its mark on the critical cybersecurity scene in a unique and disruptive way.

"Our key focus will be to develop and build a strong and focused Ivanti team - creating a strong sales force with capacity to train and enable our channel partners to proactively drive new business opportunities in the region - extending Ivanti's reach across Europe and building its market presence in the region."

Craig Osborne, senior director channel sales EMEA at Ivanti, said: "We've selected Infinigate to help us deliver business value via cybersecurity software and services to our customers. It was a natural partnership as Infinigate's operational values of simplicity, predictability and profitability within this complex and critical area of cybersecurity match our own mission to secure and enable the Everywhere Workplace. Partners are vital to our success, and we are excited for this next chapter as Ivanti continues to help our partners drive growth."

Justin Griffiths, UK Managing Director at Infinigate UK, said: We're delighted to be entrusted by Ivanti to deliver the huge business value of Ivanti's extended cyber security portfolio and risk-based management expertise and resources to channel partners in the UK, which enables us to honour our commitment to playing a key role in supporting the safety and security of the UK economy."

The Ivanti global partner program enables partners to grow their businesses by providing access to Ivanti's unique and differentiated portfolio of end-to-end solutions that make the Everywhere Workplace possible. The Ivanti Neurons automation platform connects

industry-leading unified endpoint management, cybersecurity and enterprise service management solutions, providing a single pane of glass for companies to discover, manage, secure and service all endpoints and IT assets. Partners can also wrap services and value around Ivanti's solutions for more business outcomes and earning potential.

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About Infinigate Group

Infinigate Group's sole focus is the distribution of sustainable IT security solutions to protect and defend IT infrastructure as well as the cloud. As a true Value-Added Distributor, Infinigate Group focuses on and supports innovative, best of breed security solutions that require an advanced level of expertise and knowledge. Infinigate Group offers a complete service to its partners, MSSPs and vendors to complement its product portfolio with dedicated technical, marketing, sales and professional services. Following a number of successful market entries and acquisitions, Infinigate Group aims to continue driving forward its strategy of geographical expansion across Europe. Today the Infinigate Group has about 500 employees and operations in 11 European countries including United Kingdom, France, Germany, Switzerland, Austria, the Netherlands, Belgium, Sweden, Norway, Denmark, and Finland. With this strong setup, Infinigate covers close to 85% of the Western European IT Security market potential, establishing itself as a leading European Value-Added Distributor for IT security, cloud and MSP: www.infinigate.com.

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