e92plus scores a double
Specialist distributor adds new recruits Viewfinity and FatPipe Networks to its vendor ranks

By Sara Yirrell   17 Aug 2012

E92plus has boosted its vendor headcount by two in one fell swoop, adding Viewfinity and FatPipe Networks to its books as an exclusive UK partner.

Viewfinity is a specialist in privilege management and application control and is keen to set up a channel in the UK with e92plus' help.

Mukesh Gupta (pictured), managing director of e92plus, claimed the opportunity for resellers was significant.

"A fundamental safeguard to preventing security attacks is to remove administrative privileges from the desktop, creating a least-privileges environment to secure end points," he said. "Since Viewfinity is the only vendor in the privilege management market with the ability to extend privilege management policies, we believe we have an outstanding solution for our reseller partner network and their customers."

Lenid Shtilman, chief executive of Viewfinity, said: "Our partnership with e92plus gives us a very strong partner for going to market within the UK, and we look forward to working with them to extend the success of our privilege management solution."

FatPipe Networks has a bigger presence in the US, but is partnering with e92plus to grow its UK channel presence. The vendor's technology ensures that all mediums such as VoIP, video, thin clients and VPNs are transferred over available lines, in the event of one line failing.

Gupta said secure and reliable internet connections are vital as more critical data is moved to the cloud.

"FatPipe's solutions help maximise uptime, reduce costs through more efficient and effective use of existing connectivity and deliver more secure site-to-site VPNs without overly complex and expensive infrastructure," he added.

Gregory Fedyk, UK and Ireland sales director at FatPipe Networks, claimed the vendor offered VARs a "strong and focused" channel proposition.

"We are excited to work with e92plus to provide WAN optimisation, security and redundancy solutions to the UK market. This appointment will allow us to execute on the ever-increasing demand from the continually growing WAN optimisation space," he said.