

Astaro signs distribution agreement with Arc technologies to expand UK availability of its UTM security appliances

London, 12th September 2007 – Astaro Corporation (www.astaro.co.uk), specialists in delivering Unified Threat Management (UTM) security appliances, today announced the signing of a distribution agreement with valued-added distributor, Arc Technologies. Arc Technologies is well positioned to support increasing demand for Astaro Security Gateway (ASG) appliances with its large reseller base, portfolio of value-add services and proven expertise in the distribution of security solutions.

“Arc Technologies has an excellent reputation for proactivity and professionalism within the channel. The UTM market is growing rapidly and Arc is well placed to ensure that Astaro’s ASG is the favoured UTM solution in a reseller’s portfolio,” commented Shameem Ibrahim, UK sales director at Astaro. “Astaro has had considerable success with mid-market and enterprise customers. We now want to focus on increasing penetration within SMEs. Arc has a wide geographical spread of resellers, many of whom are very strong in the SME market. We are confident that this distribution agreement will meet both organisation’s sales strategies.”

“We have recognised increasing demand within our reseller base for a leading UTM solution. This demand led us to Astaro, as, in our opinion, Astaro’s UTM appliances offer the best available combination of high functionality with simplicity of use, at a compelling price,” said Stuart Clark, security division product manager at Arc Technologies. “Arc’s target is to become the number one Astaro distributor within 12 months. We are investing in marketing programmes to recruit resellers and create end-user demand, and will provide supportive technical resource, to ensure we achieve that goal.”

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Astaro Press Release

Astaro's award-winning technology has been well received by the market as is evidenced by the company's 60% annual sales growth. The combination of Astaro's innovative products and Arc's focus on value-added support and services offers an excellent opportunity for security resellers.

About Astaro

Astaro Corporation is headquartered in Burlington, Mass. and Karlsruhe, Germany. The Astaro Security Gateway, simplifying Email, Web & Network Security, has won numerous industry awards and is protecting over 30,000 networks in 60 countries. Astaro products are distributed by a worldwide network of more than 1,000 solution partners who offer local support and services. For more information, please visit www.astaro.com.

About Arc

Arc Technology Distribution Ltd is a value added distributor with extensive experience of working with VARs and ISVs enabling an innovative approach to enhancing channel distribution, providing suppliers and customers a better way of doing business.

Founded in 1991, Arc is a private company headquartered in Mansfield, Nottinghamshire. For more information visit www.arctech.co.uk or call 0870 770 0850.

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