

# Renaissance and Cyberoam sign distribution agreement

**R**enaissance, the leading value added distributor of IT security solutions and services in Ireland, has announced that it has entered a distribution agreement with Cyberoam, the leading unified threat management (UTM) vendor.

Under the terms of the agreement, Renaissance will distribute and support the Cyberoam range of UTM appliances in Ireland.

“We are pleased to partner with Cyberoam to distribute its award-winning UTM products here in Ireland,” said Michael Conway, director of Renaissance. “Renaissance has already established a strong security channel in the region, and the addition of quality UTM devices to our portfolio widens the scope of value that we bring to our customers and channel partners.”

Renaissance has built its reputation in the market place for reliability, technical expertise and providing outstanding customer service, while offering the unbeatable first class service that resellers have come to expect from their distributor.

Cyberoam’s UTM appliances are unique in providing comprehensive network se-



Michael Conway, director of Renaissance

curity and control over external and internal threats and come with one of the best price/performance ratios in the industry. Cyberoam recently introduced a new series of Cyberoam identity-based UTM appliances – CR25ia and CR35ia – to meet the growing demand in the SOHO/SME sector for solutions with high return on investment.

In addition, it has recently upgraded its enterprise suite of products using multi-core processor technology, allowing them to achieve high UTM throughputs in comparison to ASIC-Based solutions.

For Cyberoam, the partnership with Renaissance broadens its market reach as

it establishes itself in the mature European security market. Cyberoam has won several accolades, as well as industry recognition, for the superior quality and service of its products, and has been aggressively increasing its customer-base in Britain, France, Italy, Spain and elsewhere.

“We needed an experienced value-added distributor who could reduce our time to market in Ireland,” said Harish Chib, vice-president, new business development, Cyberoam. “I am confident Renaissance’s strong channel base and domain expertise will help us to establish ourselves as a market leader in a very short time.”