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AGT and Stonesoft in tie-up

BY A STAFF REPORTER

DUBAI Advanced German Technology (AGT) and Stonesoft, a Finland-based enterprise level network security and business continuity assurance solution provider, yesterday announced their strategic alliance to provide a new product and market know-how package for a broad range of users in the Middle East region.

The two companies will maximise their efforts to significantly increase the level of security for the region's government agencies, public institutions, private companies and the people. AGT in its alliance with Stonesoft will act as a supplier in the partnership that will provide an all encompassing state-of-the-art IT-security package benefiting both the public and private sector. Germany-based AGT is a supplier of premier security products, solutions and services

predominantly in the field of IT, but also in telecommunications, physical security and border management. The company has expended considerable effort in developing the market in the region in order to upgrade IT-security to worldwide standards.

Aras Chahil, managing director of AGT, said that his company is committed to the concept of physical and cyber security as a total package, as well as proper product selection, installation and training for the region.

"We are clearly stating that AGT is determined to pursue long-term commitments to both the Middle East and our European partners. Like Stonesoft, we plan to train our Middle East partners in the best practices and provide them with case studies from Europe that they can share with prospective clients. AGT and its partners will not leave enterprises,

government agencies and the people of the Middle East isolated. We are not prepared to accept the current shortages in IT-security and will provide European-made, premier class security for the region," he said.

Stonesoft is the award-winning developer of StoneGateSM, an enterprise firewall and VPN solution with load balancing technology built in. With StoneGate IPS more accurate event detection is enabled through the context-sensitive use of multiple detection methods. A server rule base allows administrators to pre-determine and automatically apply the right detection method for each traffic type. An analyser component also performs automated event correlation. Going beyond single event detection, it analyses suspicious events in depth and correlates multiple events to intelligently detect trends and determine their

significance. This eliminates the need to pass a flood of data to administrators to manually analyse events.

Jari Valvisto, Director Middle East, North Africa and Eastern Europe for Stonesoft, said: "Stonesoft feels it is placing itself in an ideal position to maximise its penetration of the Middle East market by partnering with AGT.

This solution combination and AGT's experience in the region can provide enhanced, high-security solutions for enterprise users.

The Middle East Security Initiative and StoneGate IPS will support us in increasing the awareness of the security needs of large companies."

The prime target markets for the alliance will be all types of government agencies including intelligence, the banking sector, internet service providers (ISPs) and telecommunications enterprises.