



## Sophos appoints Malaysian distributor

Will help broaden its network in Malaysia: Sophos

By AvantiKumar  
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KUALA LUMPUR, 14 JANUARY 2010 - IT security and data protection firm Sophos has appointed a Malaysian distributor, Secure Source Distribution, to help broaden its distribution network in Malaysia.

Sophos director of sales, Asia, Jim Dowling, said Secure Source's strong local market know-how and extensive reseller network would enable Sophos to accelerate availability and deployment of its expanded product offerings and value-added services to customers throughout Malaysia.

"Under the agreement, Sophos and Secure Source will jointly develop and implement channel incentive schemes, training tools and marketing programmes to increase revenues and growth for channel partners," said Dowling.

"Secure Source's demonstrated expertise and track record as a value-added distributor of security solutions is unrivalled, and we are very excited to be able to work with Secure Source in bringing our best-of-breed anti-malware and data loss protection offerings to benefit more customers in Malaysia," he said.

"On the other hand, Secure Source can look to Sophos for enhanced vendor support in areas of revenue sharing, training and incentive programmes, including online and classroom sales and technical training designed to develop solution selling skills, technical certification, and 24x7x365 technical support to help easily deploy and manage Sophos solutions to its customers," said Dowling.

"Enterprises in Malaysia are increasingly seeking a compelling alternative to legacy security vendors and they will be impressed with what Sophos has to offer," said Secure Source executive director, W.K. Chen.

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