VENDOR OVERVIEW

Value-add distribution of enterprise class security and network solutions and services

About us

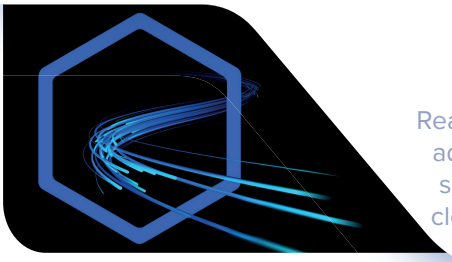
Kite is a UK-focused, value-added distributor that specialises in bringing innovative and disruptive technologies to the UK channel. Our management have over 50 years of accumulated channel experience, including launching and building markets for some of the most readily recognisable security and networking brands around today.

Our aim at Kite is to provide each of our vendor and reseller partners with a market leading distribution engine for building incremental revenue. We are also ardent believers in maintaining quality at all times. We endeavour to set a very high level of partner satisfaction from the point the enquiry is picked up, our understanding of the vendors proposition, quote accuracy and turnaround all the way through to delivery and post-sale professional services.

We firmly believe that the generation of incremental revenue is a goal more easily accomplished with distribution and the vendor both working in tandem with the partner. For that reason we leverage our know-how and complementary services to assist in the creation & closure of pipeline opportunity.

Our Vendors

Skyhigh Security
ENTRUST
infoblox.
THALES Building a future we can all trust
SECTIGO®
cynet
SOLARWINDS
KEYSIGHT TECHNOLOGIES
wib.
cpacket NETWORKS
CounterCraft
HOXHUNT
appgate
corero
Bitdefender
IMMERSIVELABS



SKYHIGH SECURITY

SECURITY SERVICE EDGE

Real-time data and threat protection against advanced and cloud-enabled threats and safeguards data across all vectors (web, cloud, email, and private apps) and users.

ENTRUST

IDENTITY, PAYMENTS & DATA SECURITY

Entrust offer an unmatched breadth of solutions that are critical to enabling trust for multi-cloud deployments, mobile identities, hybrid work encryption, and more.

INFOBLOX

DNS SECURITY & DDI

Infoblox use intelligent DNS and user context to stop threats other solutions will miss, enabling organisations to build safer, more resilient environments.

THALES

DATA PROTECTION & AUTHENTICATION

A leader in data protection, providing everything an organisation needs to discover and encrypt their data, as well as HSMs and key lifecycle management.

SECTIGO

CERTIFICATE LIFECYCLE MANAGEMENT

Sectigo is a leading provider of digital certificates and automated certificate lifecycle management solutions to leading brands globally.

CYNET

EXTENDED DETECTION & RESPONSE

Cynet simplifies security by providing a rapidly deployed, comprehensive platform for detection, prevention and automated response to advanced threats.

SOLARWINDS

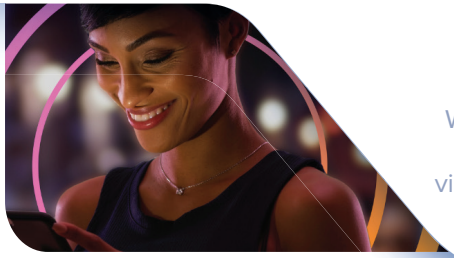
INFRASTRUCTURE OBSERVABILITY

Full-stack hybrid and multi-cloud observability, IT service management, and database performance management—all in one platform.

KEYSIGHT

NETWORK TEST & VISIBILITY

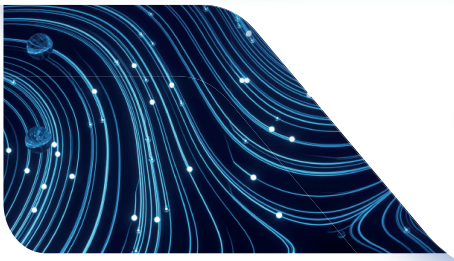
Keysight's solutions validate network functions, test the integrity of security infrastructure, and deliver an end-to-end view of the network.



WIB

API SECURITY

Wib's Fusion platform is the only holistic solution on the market that delivers visibility, management, and control across the entire API lifecycle.



COUNTERCRAFT

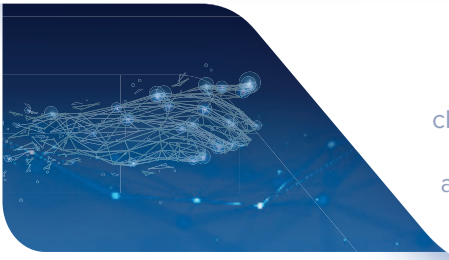
CYBER DECEPTION PLATFORM

Delivers high-end deception for threat hunting and threat detection using controlled, highly credible synthetic environments.

HOXHUNT

HUMAN RISK MANAGEMENT

Combining AI and behavioural science, to create individualised micro-training experiences to drive behaviour change and measurably lower risk.



CPACKET NETWORKS

NETWORK VISIBILITY

cPacket Networks de-risks IT I&O through network-aware service and security assurance across hybrid and multi-cloud environments.

APPGATE

PEOPLE-DEFINED ZERO TRUST SECURITY

Appgate SDP is a leading Zero Trust Network Access solution that simplifies and strengthens access controls for all users, devices, and workloads.

CORERO

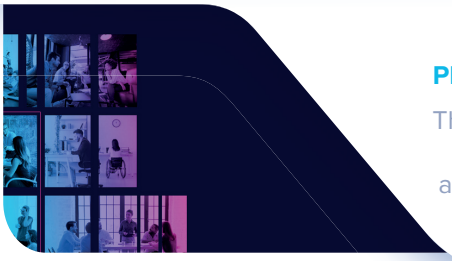
DDOS PROTECTION

A leader in real-time, high-performance, automatic DDoS attack protection, with comprehensive attack visibility, analytics, and reporting.

BITDEFENDER

EDR & MDR FOR MSPS

Bitdefender is a cybersecurity leader delivering best-in-class threat prevention, detection, and response solutions worldwide.



IMMERSIVE LABS

PEOPLE-CENTRIC CYBER RESILIENCE

The Immersive Labs platform enables you to evidence your cyber capability, risk, and resilience across technical teams for the first time.

Contact Details

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SCAN ME

kite