

KITE

Vendor Portfolio

2022

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





Company Overview

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



Over the past 20 years, Infoblox have been recognised as a leader with 50% market share in core network services, which includes Domain Name System (DNS), Dynamic Host Configuration Protocol (DHCP), and IP address management (IPAM), collectively known as DDI. Building upon this proven foundation, Infoblox are bringing DDI and core network services to the next level with their Secure Cloud-Managed Network Services. This enables all customers to go to the next level that's right for them - whether their networks are completely on-premises, full cloud or hybrid cloud.

Infoblox is the pioneer in delivering the world's most reliable, secure and automated networks. Infoblox are relentless in their pursuit of next level network simplicity - the Next Level Network Experience.

[Learn More](#)

WHAT **WE DO**

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- NETWORK SECURITY**
 - **DNS SECURITY**
 - **DYNAMIC HOST CONFIGURATION
PROTOCOL**
 - **IP ADDRESS MANAGEMENT**
 - **THREAT INTELLIGENCE**
 - **INFOBLOX SECURE ACCESS SERVICE EDGE**
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ENTRUST

Today more than ever, people demand seamless, secure experiences, whether they're crossing borders, making a purchase, accessing e-government services, or logging into corporate networks. Entrust offers an unmatched breadth of digital security and credential issuance solutions at the very heart of all these interactions. The Entrust Digital Security Solutions also offer a complete portfolio of high assurance solutions including identity, digital signing and time stamping, digital certificates, and Hardware Security Modules (HSMs).

Entrust have enabled reliable debit and credit card purchases with their card printing and issuance technologies; protected international travel with their border control solutions; created secure experiences on the internet with their SSL technologies, and safeguarded networks and devices with their suite of authentication products.

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WHAT WE DO

- ▶ **PUBLIC KEY INFRASTRUCTURE**
- ▶ **AUTHENTICATION**
- ▶ **DIGITAL CERTIFICATES**
- ▶ **DIGITAL SIGNING**
- ▶ **HARDWARE SECURITY MODULES**
- ▶ **CLOUD SECURITY & KEY MANAGEMENT**



The Reveal(x) 360 platform, powered by cloud-scale AI, covertly decrypts and analyses all cloud and network traffic in real-time to eliminate blind spots and detect threats that other tools miss. Whether you're investigating attacks, ensuring the availability of critical applications, or securing your investment in cloud, ExtraHop helps you detect threats up to 95% faster and respond 60% more efficiently.

Sophisticated machine learning models are applied to petabytes of telemetry collected continuously, helping ExtraHop customers to identify suspicious behaviour and secure over 15 million IT assets, 2 million POS systems, and 50 million patient records. ExtraHop is a market share leader in network detection and response with 30 recent industry awards including Forbes AI 50, Cybercrime Ransomware 25, and SC Media Security Innovator.

A series of overlapping geometric shapes on the left side of the page, including a large black triangle with a network diagram, a red triangle, a teal triangle, and a series of red diagonal lines.[Learn More](#)

WHAT **WE DO**

- ▶ **CLOUD-NATIVE NETWORK
DETECTION & RESPONSE**
 - ▶ **THREAT-HUNTING**
 - ▶ **THREAT DETECTION & RESPONSE**
 - ▶ **NET SEC OPS**
 - ▶ **NETWORK VISIBILITY**
 - ▶ **CLOUD SECURITY**
- 
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Today's enterprises depend on the cloud, data and software in order to make decisive decisions. With over 40 years of experience, Thales are the worldwide leader in data protection, providing everything an organisation needs to protect and manage its data, identities and intellectual property – through encryption, advanced key management, tokenization, and authentication and access management.

Thales help organisations to protect and secure access to their most sensitive information and software wherever it is created, shared or stored – from the cloud and data centers to devices and across networks. Whether it's securing the cloud, digital payments, blockchain or the Internet of Things, security professionals around the globe rely on Thales to confidently accelerate their organisation's digital transformation.

[Learn More](#)



WHAT **WE DO**

- ▶ **DATA DISCOVERY & CLASSIFICATION**
- ▶ **DATA AT REST ENCRYPTION**
- ▶ **DATA IN MOTION ENCRYPTION**
- ▶ **KEY MANAGEMENT**
- ▶ **ACCESS MANAGEMENT**
- ▶ **PAYMENT HSMS**





Whether organisations are seeking greater visibility into their network or better performance, Keysight's solutions validate network functions, test the integrity of security infrastructure, and deliver an end-to-end view of their network. The result: stronger applications, better performance, increased security resilience, happier customers, and maximum ROI.



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and maximum R

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Appgate brings together a set of differentiated cloud and hybrid-ready security and analytics products and services. These include Appgate SDP, the industry's leading software-defined perimeter solution, capable of securing any application, on any platform, in any location.

Zero Trust starts with secure access. Appgate SDP is a leading Zero Trust Network Access solution that simplifies and strengthens access controls for all users, devices, and workloads. Appgate deliver secure access for complex and hybrid enterprises by thwarting complex threats, reducing costs, and boosting operational efficiency. Appgate SDP complies with and extends beyond the three core principles of the Cloud Security Alliance's SDP specification to deliver the industry's only identity-centric, network-enforced perimeter.

[Learn More](#)

WHAT **WE DO**

- ▶ **ZERO TRUST SECURITY**
- ▶ **REMOTE ACCESS & VPN REPLACEMENT**
- ▶ **DIGITAL THREAT PROTECTION**
- ▶ **RISK-BASED AUTHENTICATION**
- ▶ **SOFTWARE-DEFINED PERIMETER**



Corero are the leader in real-time, high-performance, automatic DDoS defense solutions. Service providers, hosting providers and digital enterprises rely on Corero's award winning technology to eliminate the DDoS threat to their environment through automatic attack detection and mitigation, with comprehensive visibility, analytics and reporting. This industry leading technology delivers flexible protection that scales to tens of terabits, on-premises and in the cloud, with a dramatically lower cost of ownership than previously possible.

The Corero SmartWall Threat Defense System (TDS) family of solutions utilises modern DDoS mitigation architecture to automatically and surgically remove DDoS attack traffic, while allowing user traffic to flow uninterrupted.

[Learn More](#)

WHAT **WE DO**





- ▶ **REAL-TIME DDOS PROTECTION**
- ▶ **AUTOMATED MITIGATION**
- ▶ **ALWAYS-ON SCANNING**
- ▶ **INFINITE CLOUD SCALABILITY**

It began with a bright idea – a platform that would instil readiness, resilience and confidence in human cyber capabilities. This was CEO James Hadley's vision back in 2017. He realised an agile, hands-on solution was required – an approach that allowed individuals and organisations to continuously hone their skills, successfully address new threats, and become familiar with the latest tools and techniques.

Immersive Labs enables you to evidence your cyber capability, risk, and resilience across technical teams for the first time. The platform gives you the ability to measure real-time cyber efficacy as it relates to cyber teams, developers, engineers, and executives – all in one platform, kept up to date at the speed of cyber.

[Learn More](#)

WHAT **WE DO**

-  **CRISIS SCENARIO TRAINING**
 -  **ROLE SPECIFIC LABS**
 -  **WORKFORCE KNOWLEDGE TESTING**
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Bitdefender MSP

AV or endpoint protection is not enough to stop new ransomware, zero-day exploits, or fileless attacks. Bitdefender MSP Security lets you stop these threats more effectively thanks to the extensive set of hardening, prevention, and detection layers, and the machine learning and behavioural technologies perfected over more than 10 years with data from over 500 million devices.

Unlike other next-gen and EDR solutions, Bitdefender consistently demonstrates better effectiveness in independent real-world security tests. The Bitdefender unified layered approach stops most threats automatically, before they turn into breaches. Use a single MSP GravityZone console, integrated with RMM tools, to better protect customers, streamline tasks and grow profits.

[Learn More](#)

WHAT **WE DO**

-  **ENDPOINT PROTECTION
& RESPONSE**
 -  **MANAGED DETECTION
& RESPONSE**
 -  **EMAIL SECURITY**
 -  **CLOUD MSP SECURITY**
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Cryoserver is an email archiving solution that protects your emails in a secure, tamper-evident environment. It sits independently of your mail server and can be accessed from your mail client quickly and conveniently. Available as either an on-premise solution or a cloud-based service, it's easy to use, with an intuitive search interface.

Cryoserver email archiving stores a copy of your email in the email archive, and turns that data into a useful repository for everyday use. You can be safe in the knowledge that any business-critical information sent or received using email or IM is stored securely in Cryoserver, where it is instantly retrievable. The technology has now been on the market for 12 years and operates in more than 20 countries.

[Learn More](#)

WHAT **WE DO**

- ▶ **EMAIL ARCHIVING**
- ▶ **IM ARCHIVING & DISCOVERY**
- ▶ **E-DISCOVERY**
- ▶ **EMAIL COMPLIANCE**
- ▶ **OFFICE 365 MIGRATION**



Contact Details

Avalon Way
Executive House
Anstey
Leicester
LE7 7GR

Email: sales@kitedistribution.co.uk
Sales: 0116 243 8600
Website: www.kitedistribution.co.uk

Infoblox 


ENTRUST

 ExtraHop

THALES
Building a future we can all trust

appgate

 **KEYSIGHT**
TECHNOLOGIES

IMMERSIVELABS

Bitdefender®

 Cryoserver™

corero