KITE
Vendor Portfolio
2021

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

kite

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

Infoblox
NEXT LEVEL NETWORKING ®

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**

▶ **NETWORK SECURITY**

▶ **DNS SECURITY**

▶ **DYNAMIC HOST CONFIGURATION PROTOCOL**

▶ **IP ADDRESS MANAGEMENT**

▶ **THREAT INTELLIGENCE**

▶ **INFOBLOX SECURE ACCESS SERVICE EDGE**

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.

Learn More

WHAT **WE DO**

▶ **PUBLIC KEY INFRASTRUCTURE**

▶ **AUTHENTICATION**

▶ **DIGITAL CERTIFICATES**

▶ **DIGITAL SIGNING**

▶ **HARDWARE SECURITY MODULES**

▶ **CLOUD SECURITY & KEY MANAGEMENT**

ExtraHop

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.

Learn More

WHAT **WE DO**

▶ **CLOUD-NATIVE NETWORK DETECTION & RESPONSE**

▶ **THREAT-HUNTING**

▶ **THREAT DETECTION & RESPONSE**

▶ **NET SEC OPS**

▶ **NETWORK VISIBILITY**

▶ **CLOUD SECURITY**

THALES

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**

appgate

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**

KEYSIGHT
TECHNOLOGIES

Keysight Network Applications & Security helps customers accelerate their defenses with dynamic network intelligence. With deep insights into network performance and traffic, dynamic network intelligence helps Keysight customers build faster, more reliable, more secure networks and network equipment. The largest carriers, network vendors, and enterprises all depend on Keysight to accelerate networking innovation.

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.

Learn More

WHAT **WE DO**

▶ **BREACH & ATTACK SIMULATION**

▶ **NETWORK VISIBILITY**

▶ **NETWORK TEST**

▶ **AUTOMATED NETWORK PERFORMANCE CHECKS**

▶ **NETWORK SECURITY**

SAFEGUARD CYBER

Safeguard Cyber is an award-winning comprehensive cybersecurity platform that empowers enterprises to adopt and manage collaboration, chat, and social media cloud applications securely and at scale. Security teams gain unprecedented visibility into various cloud applications beyond the typical endpoint. Compliance teams can create and implement custom policies and automate processes to flag violations.

Safeguard Cyber protects human connections on every cloud communication application from ransomware, social engineering, spear-phishing, DLP, costly policy violations, and enables swifter corrective action against them. With Safeguard Cyber in place, your customers can fully embrace digital transformation across the whole enterprise on over 54 digital communication applications.

Learn More

WHAT **WE DO**

▶ **DIGITAL RISK PROTECTION**

▶ **SOCIAL MEDIA COMPLIANCE & SECURITY**

▶ **ZOOM GOVERNANCE**

▶ **ACCOUNT PROTECTION**

▶ **COMPLIANCE**

▶ **DATA LOSS PREVENTION**

AGARI

Agari was founded by the thought leaders behind Cisco's IronPort solution and co-founders of the DMARC standard for email authentication.

Agari is the Trusted Email Identity Company, protecting brands and people from devastating phishing and socially-engineered attacks. Using predictive AI informed by global intelligence from around two trillion emails annually, Agari guards the workforce from inbound business email compromise (BEC), supply chain fraud, spear phishing, and account takeover-based attacks, reducing business risk and restoring trust to the inbox. Agari also prevents spoofing of outbound email from the enterprise to customers, increasing deliverability and preserving brand integrity.

Learn More

WHAT **WE DO**

▶ **EMAIL SECURITY**

▶ **DMARC EMAIL AUTHENTICATION**

▶ **PHISHING DEFENSE**

▶ **BRAND PROTECTION**

▶ **PHISHING INCIDENT RESPONSE**

▶ **PREVENT SPOOFING**

corero

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**

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**

Cryoserver™

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**

RedSeal - through its cloud security solution and professional services - helps government agencies and Global 2000 companies measurably reduce their cyber risk by showing them what's in all their network environments and where resources are exposed to the internet. Only RedSeal's award-winning cloud security solution can bring all network environments—public clouds, private clouds, and on-premises - into one comprehensive, dynamic visualisation.

RedSeal verifies that networks align with security best practices; validates network segmentation policies, and continuously monitors compliance with policies and regulations. It also prioritises mitigation based on each vulnerability's associated risk.

Learn More

WHAT **WE DO**

▶ **NETWORK CYBER TERRAIN ANALYTICS**

▶ **RISK SCORING & ANALYTICS**

▶ **HYBRID MULTI-CLOUD SECURITY**

▶ **NETWORK MODELING**

▶ **INCIDENT RESPONSE**

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KEYSIGHT TECHNOLOGIES

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SAFEGUARD CYBER

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