



# **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 inquiry 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**

  
**ENTRUST**

 **CoreView**

**THALES**  
Building a future we can all trust

 **cyberbit**

 **cynet**

 **KEYSIGHT**

 **HOXHUNT**

 **Skyhigh**  
Security

 **orero**

**Bitdefender**

**appgate**

**uptycs**



## **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.



## **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.



## **COREVIEW**

### **BEST PRACTICE FOR M365**

Global Leader in Effortless M365 Security, Governance, and Administration. Offering an end-to-end solution that stretches across the whole M365 ecosystem.



## **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.



## **CYBERBIT**

### **CYBER SKILLS DEVELOPMENT PLATFORM**

Developed the first-ever hyper-realistic cyber skilling platform, ensuring that cybersecurity professionals have the right knowledge, skills, and experience to excel.



## **CYNET**

### **ALL-IN-ONE CYBERSECURITY SOLUTION**

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



## **KEYSIGHT**

### **NETWORK TEST & VISIBILITY**

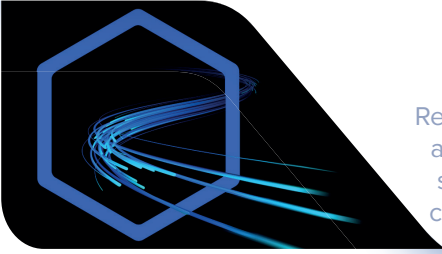
Keysight's solutions validate network functions, test the integrity of security infrastructure, and deliver an end-to-end view of the network.



## **HOXHUNT**

### **HUMAN RISK MANAGEMENT**

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



## **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.



## **CORERO**

### **DDOS PROTECTION**

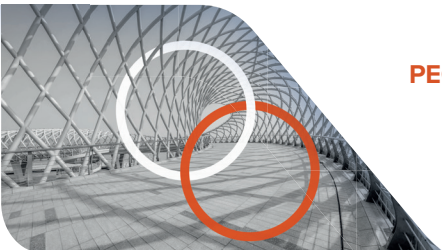
A leader in real-time, high-performance, automatic DDoS attack protection, with comprehensive attack visibility, analytics, and reporting.



## **BITDEFENDER**

### **EDR & MDR FOR MSPS**

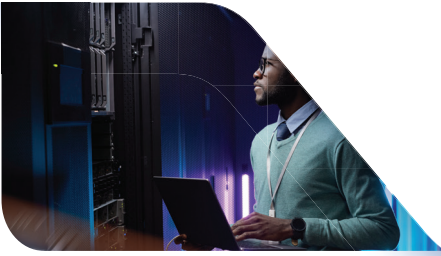
Bitdefender is a cybersecurity leader delivering best-in-class threat prevention, detection, and response solutions worldwide.



## **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.



## UPTYCS

### CNAPP

The leading CNAPP for hybrid cloud environments, enabling unified cybersecurity across the entire application and infrastructure lifecycle.



## CONTACT US

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