



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

SENSE  **ON**

THALES
Building a future we can all trust

 **FORESCOUT**

 **CoreView**

hexnode

imperva
a Thales company

 **KEYSIGHT**

 **HOXHUNT**

 **Skyhigh**
Security

 **immersive**

Kiteworks

digicert

 **goldilock**

Bitdefender

 **cyberbit**

corero
[NETWORK SECURITY]



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.



SENSEON

AI-DRIVEN NDR, EDR & MDR

Complete security, without the complexity. Protect your endpoints, network, users, and cloud. One platform. Deployed in minutes. Backed by a 24/7 security team.



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.



FORESCOUT

COMPLETE ASSET VISIBILITY

A global cybersecurity leader, continuously identifies, protects and helps ensure the compliance of all managed and unmanaged connected cyber assets.



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.



HEXNODE

UNIFIED ENDPOINT MANAGEMENT

Hexnode's UEM is an industry-leading endpoint management solution that offers a rich set of features aimed at securing, managing, and remotely monitoring devices within the enterprise



IMPERVA, a Thales Company

APPLICATION & DATA SECURITY

Protects all digital experiences, from business logic to APIs, microservices, and the data layer, and from vulnerable, legacy environments to cloud-first organisations.



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.



IMMERSIVE

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.



KITEWORKS

SECURE FILE SHARING & TRANSFER

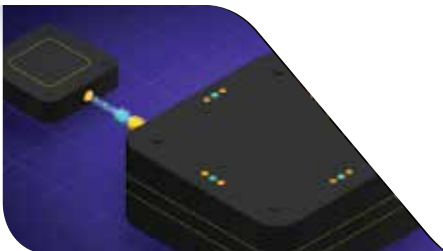
Secure sensitive information across all communication channels with centralised controls, automated enforcement, and comprehensive visibility.



DIGICERT

CERTIFICATE LIFECYCLE MANAGEMENT

DigiCert empowers organisations to gain visibility, eliminate outages and reduce costs with enterprise PKI and Certificate Management.



GOLDILOCK

LAYER-1 NETWORK PROTECTION

Goldilock's patented platform allows users to remotely, securely and easily physically connect or disconnect assets from any network without sending commands over the internet.



BITDEFENDER

EDR & MDR FOR MSPS

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



CORERO

DDOS PROTECTION

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



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.



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SCAN ME

