



# **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**

### **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.



## **CYNET**

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

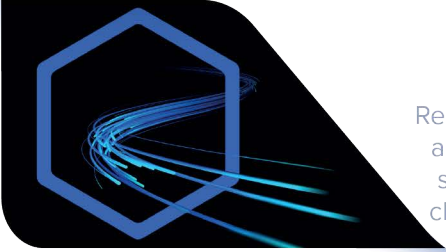
Cynet simplifies security by providing a rapidly deployed, comprehensive platform for detection, prevention and automated response to advanced threats.



## **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.



## **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.



## **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.



## **HOXHUNT**

### **HUMAN RISK MANAGEMENT**

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



## **CORERO**

### **DDOS PROTECTION**

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



## **CPACKET NETWORKS**

### **NETWORK VISIBILITY**

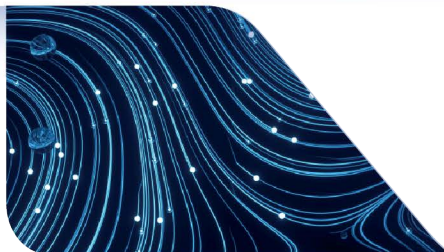
cPacket Networks de-risks IT I&O through network-aware service and security assurance across hybrid and multi-cloud environments.



## **BITDEFENDER**

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

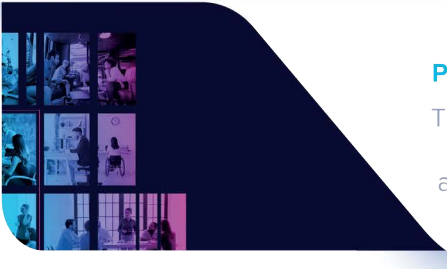
Bitdefender is a cybersecurity leader delivering best-in-class threat prevention, detection, and response solutions worldwide.



## **COUNTERCRAFT**

### **CYBER DECEPTION PLATFORM**

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



## 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.



## 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.



## Contact Details

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