

PRESS RELEASE



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Channel Reseller Program Boost for Bee Ware

Aix en Provence, 30 March 2010

Bee Ware, the leading French provider of Web application security solutions, is planning a significant business strategy boost with a recruitment program for channel partners both in France and on the international forefront. Resellers are being offered a premium market package that is also easy to bundle with existing value-added services. Bee Ware's SaaS or appliance-based solutions should enable integrators to strongly enhance their offerings by proposing a unified solution for secure and efficient IT security policy deployment.

Bee Ware will provide training, support, sales and marketing tools to incumbent resellers to boost time to market and generate added revenue from sales in corporate and public sectors. For the security specialist the expansion in its reseller program is synonymous with better outreach and improved capacity to support strategic business projects from start to finish. The new agreements will be overseen by Bee Ware management and channel sales unit over the next few months and should rapidly add a new degree of competitiveness and dynamism to the company.

The initial phase of the program will serve primarily to reinforce Bee Ware's image as a market leader in France as well as creator of innovative technologies. Currently various integrators such as Telindus have entered into partnerships with Bee Ware. In the near future, a partner certification program will be launched to service members of the partner network.

Marc VAILLANT, Bee Ware's CEO: « The development of partnerships with seasoned IT security integrators constitutes a pivotal factor in our expansion. The scalability of our solution for SaaS or appliance-based deployments gives partners the opportunity to respond to the varying criteria of multiple end-users: SMB, large corporations and public organisations. »

About Bee Ware:

Bee Ware, the leading provider of secure Web application delivery solutions, assures comprehensive business-smart protection for all organisations. With Bee Ware's integrated solution i-Suite, companies have access to a web application firewall, access control, Web Single Sign On, traffic monitoring and application assessment, a Web Services gateway and centralised management which make significant cost reduction and high-performance a reality. i-Suite scales to meet the requirements of appliance-based, Software as a Service or virtual machine deployment and adapts to all IT infrastructures.

Bee Ware was founded in 2002 and its European presence is primarily shared among industry, healthcare, finance and public services.

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