

# Fortinet teams up with Trans Niaga to push products

By ANIL PRABHA

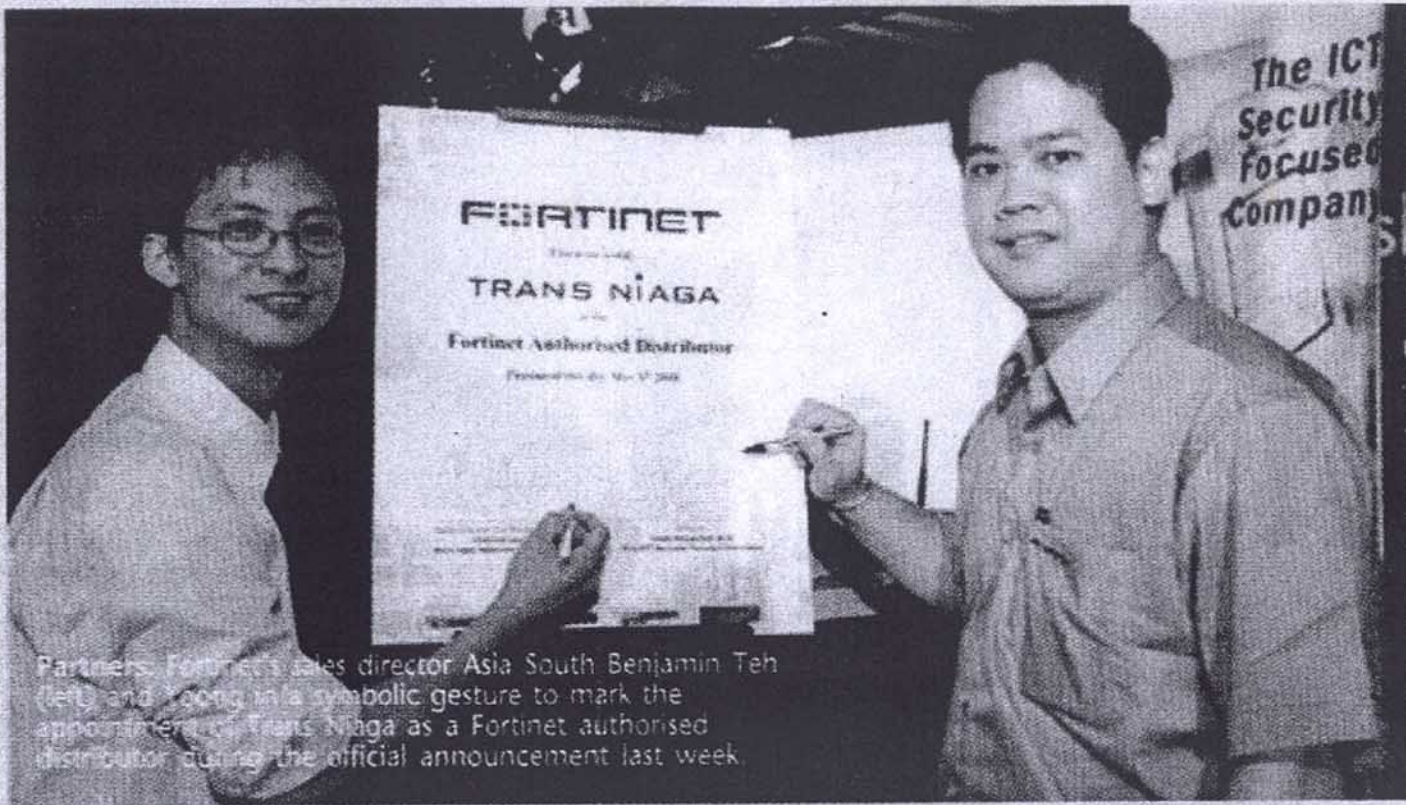
NETWORK security solutions specialist Fortinet Inc intends to make its presence felt in the Malaysian market. Towards this end, the company has formed an alliance with local partner, Trans Niaga Sdn Bhd, to market its products and services.

Through the partnership, Trans Niaga will be offering Fortinet's suite of network security solutions, including the Fortigate Antivirus Firewall family, Forti-Manager management systems and FortiLog and FortiReporter logging and reporting solutions.

More than just a firewall, the Fortigate Antivirus Firewall family integrates a broad range of security functions, including anti-virus, virtual private network, intrusion detection and prevention, content filtering, traffic-shaping and anti-spam.

"Trans Niaga will be a significant asset in Fortinet's portfolio of distributors. The company's experience has led to the development of a highly efficient distribution system that ensures customers using Fortinet's Fortigate Antivirus Firewall receive what they need promptly with round-the-clock support services," says Erin Halmen, Fortinet's country manager for Malaysia.

According to Trans Niaga's director Steve Yoong, Fortinet has established a strong position in the security appliance market



Partners Fortinet's sales director Asia South Benjamin Teh (left) and Yoong in a symbolic gesture to mark the appointment of Trans Niaga as a Fortinet authorised distributor during the official announcement last week.

with its broad array of highly functional and high-performance systems at competitive prices.

He says having Fortinet's anti-virus and firewall products in the stable complements and extends Trans Niaga's security portfolio, and provides an important new product line for its reseller partners.

The 24x7 on-site support and maintenance service options, he adds, will provide peace of mind among Fortinet customers.

"We must ensure maximum system uptime and security level as Fortinet is implemented at the gateway, safeguarding some of the most critical and sensitive information data," Yoong says.

Meanwhile, Trans Niaga's senior sales manager Wilson Wong reiterates that the company is focused on emerging as the regional one-stop provider of security solutions.

"It is our mission to assist local organisations to protect their

e-infrastructure, and to combat against viruses and cyber threats," Wong says, adding that Trans Niaga will continue to research and promote the best of security practices and technologies.

This, he says, is reflected by the fact that the company was recently awarded the Multimedia Super Corridor pioneer status for its research and development effort in developing security management software.