

CyberArk Bolsters Channel Partnerships in the Americas

April 6, 2011 3:34 PM ET

New Channel Alliances in the Western United States, Mexico and South America Foster Wide Scale Adoption of Privileged Identity Management and Governed File Transfer Technologies

NEWTON, Mass. - April 6, 2011 - CyberArk® Software, the leading global information security provider for protecting and managing critical applications, identities and sensitive information, today announced new channel partnerships in the United States, Mexico and South America. These new relationships with value added resellers (VARs) including Action Systems (Brazil), ARAME/Grupo Scanda (Mexico) and SOS Security (Texas) further expand CyberArk's reach in these key regions while driving adoption of comprehensive Privileged Identity Management and Governed File Transfer solutions to solve global IT security and compliance requirements.

The new partnerships come on the heels of CyberArk's recent recognition by CRN magazine as a 2011 "Need to Know: Emerging Security Vendor." According to the publication, the list of 10 emerging vendors and their channel chiefs identifies opportunities for resellers to round out their product offerings in interesting and innovative ways.

"Our customer base, primarily in South America, spans multiple industries including financial services, government and health care. However, they all have a common set of IT security goals centered around the need to get out ahead of new compliance requirements while strengthening internal controls for how data is accessed, shared and stored," said Edson Santos Jr., CEO, Action Systems. "With CyberArk, we can easily scale our offerings in areas such as identity and access management, and we are better prepared to meet the emerging security and audit needs of our customers, particularly those operating in increasingly virtualized environments."

CyberArk's global authorized channel partners benefit from complimentary sales and technical training, not-for-resale (NFR) software, participation in joint field marketing demand generation activities, sales referrals and leads. CyberArk partners are further differentiated from their competitors by representing proven, market-leading Privileged Identity Management and Governed File Transfer technologies.

"The strength of our channel partnerships continues to be a strong driver of global sales and revenue growth for CyberArk, particularly as partners face increasing business demand for proven continuous monitoring and continuous compliance solutions," said Richard Weeks, vice president, business and channel development, CyberArk Software. "We are proud to continue to expand our program with the announcement of new partners that serve nearly all highly-regulated market segments and Americas geographies including Canada, Mexico, Central and South America."

About CyberArk

CyberArk® Software is a global information security company that specializes in protecting and managing privileged users, applications and sensitive information to improve compliance, productivity and protect organizations against insider threats and advanced external threats. With its award-winning Privileged Identity Management, Sensitive Information Management and Privileged Session Management Suites, organizations can more effectively manage and govern data center access and activities, whether on-premise, off-premise or in the cloud, while demonstrating returns on security investments. CyberArk works with more than 850 global customers, including more than 35 percent of the Fortune 100. Headquartered in Newton, Mass., CyberArk has offices and authorized partners in North America, Europe and Asia Pacific. For more information, visit www.cyberark.com.

Wednesday, April 6, 2011 - 14:00