



## Nebulas partners offer PCI compliance guide

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Security integrator Nebulas has teamed up with 12 of its vendor partners to launch a guide to the minefield of Payment Card Industry (PCI) compliance.

The 35-page Concise PCI Solutions Guide (CPSG) has taken three months research on Nebulas' part and is aimed at making the whole PCI pill easier to swallow. Vendors that have contributed include Ingrian, Check Point, Juniper, Tripwire and Imperva.

Nick Garlick, managing director of Nebulas, told CRN: "At the end of the day, the whole point of this is to save customers time. We have taken the information from various products, related them to 12 main points of PCI and broken that down into which solution each process requires, or whether a technology will solve that particular requirement. We can

then recommend the best solution."

Nebulas will be able to update the information as and when the legislation changes, Garlick said. He added the firm is keen to share the guide with other VARs to ensure wider adoption.

Nick Lowe, managing director Northern Europe at Check Point, said: "Nebulas is a key partner for us and it has recognised that PCI compliance needs a more management, architecturally and systems-oriented approach."

Bob Tarzey, service director at analyst Quocirca, said: "There are a lot of managed service players already pre-certified by the PCI. However, PCI compliance is a key area for any company that wants to conduct online business and it is not a bad move by Nebulas to get in there early." **CRN**

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**Juniper selects Nebulas**

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