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## Ingrian woos UK channel partners

Vendor seeks to woo partners with certification scheme

sara yirell , CRN 08 Jun 2007

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Encryption vendor Ingrian Networks has launched its first global certification programme and is looking to increase partner numbers in the UK.

The firm, whose flagship DataSecure suite centres around Payment Card Industry (PCI) compliance requirements, works with the Horizon distribution group in the UK.

Jon Shaw, EMEA sales manager at Ingrian, said: "We are particularly looking to recruit channel partners with professional services capabilities."

Shaw added that the firm's new Ingrian Certified Engineers programme is open to all partners.

Ingrian has also hired former Horizon equiP executive Nick Barratt as its senior sales executive in the UK to spearhead its channel recruitment.

"We are looking to take on a further six to eight partners to get us into new markets," Barratt said. "Until now our partners have been more retail focused, but we are speaking to a lot of firms that focus on the finance side."

Nick Garlick, managing director of Nebulas Security, which recently signed as an Ingrian partner, said: "The key benefit for us in partnering with Ingrian is the PCI element. We are looking to deploy solutions that can help our customers meet their regulatory requirements. Ingrian's products tick all the boxes we need from an enterprise perspective."

**Ingrian partners set to cash in on compliance**

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