macmon launches sales initiative in Spain and Portugal

IREO, one of the leading software distributors in Spain, is now an exclusive partner

macmon secure will distribute its network access control software in the markets Spain and Portugal via the local distributor IREO. The company was founded in 2002 and has grown to one of the leading software distributors in Spain, representing several market leading software vendors.

With its indirect sales strategy, IREO distributes software products and services across an extensive network of partners, from large system integrators and outsourcing companies to small local resellers, reaching virtually all market sectors, from large corporations to small local businesses.

Christian Bücker, Managing Director of macmon secure: "With this experienced partner, we want to expand our double-digit growth into additional European countries. Above all, IREO's high-quality technical support for pre-sales and its committed sales resources convinced us. The agreement between macmon and IREO will enable rapid deployment of our Network Access Control security software to market partners in Spain and Portugal."

Joaquín Malo de Molina, Business Development Manager for Enterprise Security at IREO, adds: "The integration of macmon NAC products into our portfolio is a great contribution to our added value and that of our customers, because not only does macmon NAC provide the best answer on how unsecured network access can be prevented, but the 'made in Germany` solution can also be seamlessly integrated into other security products. The exchange of information can take place in the areas of compliance, infrastructure, asset management and identity stores."

In addition, the head of Security Business at IREO adds: "Thanks to the extensive experience of its own development and support team, macmon is the perfect business partner for the Iberian market and able to offer every company a flexible and efficient NAC solution, which can be implemented with minimal effort, adding considerable surplus value for network security."

macmon is currently represented by qualified distributors in Germany, Bulgaria, Austria, Switzerland, Great Britain, Ireland, Italy and Poland.

Further information about the macmon partner network: https://www.macmon.eu/partner/

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