

## macmon chooses Kite Distribution for the UK

*German Network Access Control expert drives Channel activities by signing up with UK VAD*

Berlin, February 1st, – macmon, German provider of modern sophisticated Network Access Control (NAC)-solutions, broadens its engagement in the UK market by choosing Kite Distribution as Value Added Distributor for the UK.

With a team of four experienced employees led by Rob Billington as UK Country Manager, macmon has already established a foothold in England. Billington brings more than 20 years of experience working with major technology firms and developing go-to-market strategies for cybersecurity start-ups across EMEA. Additionally, macmon employs local staff for presales, sales and marketing activities. Building on this, Kite will help the company build a solid partner network to quickly establish a broad customer base through partner sales. Existing macmon customers in the UK are for example from the public health sector.

“Kite is the exact right partner to create and expand the grounds for quick and long-term growth in this most important target market for macmon outside of Germany,” Rob Billington comments. “Proliferating digitization causes a rapidly growing need for powerful modern solutions to efficiently manage and comprehensively secure ever more complex and volatile enterprise networks in the UK. Because of this, now is the exact right time to use this market opportunity to help UK companies tackle this challenge by leveraging Kite’s profound knowledge of the local market and experience in the tech sector.”

“macmon is a perfect fit to complement our vendor portfolio,” says Mark Hatton of Kite Distribution. “Customers value the high quality standards of IT security made in Germany and macmon’s goal is not only to meet but to exceed these standards at all times. This makes its NAC solution a significant new element in our offering and value proposition to our partners and their customers.”

macmon NAC is a hardware agnostic solution for network access control. Its powerful technology enables organisations to gain complete visibility, across most complex and fractured enterprise networks in minutes, as well as comprehensively monitor and secure access. Numerous automation functionalities, predefined sets of rules and features like the customisable guest portal, empower admins to realise maximum network security while keeping management efforts at a minimum.

### **About macmon:**

macmon develops network security software, focusing on Network Access Control. The macmon NAC solution protects the network against unauthorised and unsecured devices, as well as internal attacks. Customers benefit from macmon’s security know-how, predictable costs and an increased level of security, gained from determining exactly which devices are allowed on which segments of a network. The software features ease of use, integration with other leading security products, and ongoing development to keep it in line with the latest standards. The customer base includes international companies of various branches and sizes.

The headquarters of macmon secure GmbH are located in Berlin, Germany.

macmon secure is a member of the Trusted Computing Group and actively participates in various research projects.

For more information, please visit <https://www.macmon.eu/en/home>

Facebook: <https://www.facebook.com/networkaccesscontrol/>

Twitter: <https://twitter.com/macmonUK>

YouTube: <https://www.youtube.com/user/macmonsecure>

### **About Kite Distribution**

Kite Distribution is one of the fastest growing distributors in the UK, who have built a reputation for offering unrivalled levels of support to resellers and vendors. The value-added distributor specialises in bringing innovative and disruptive technologies to the UK channel, with the goal of helping drive incremental value. For more information, visit: <https://kitedistribution.co.uk/>.

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