



NetIQ expands EMEA channel for security, identity and access management solutions

New programme addresses growth opportunity for automating manual IT processes and policy management

Staines, UK – 26 July 2010 - NetIQ today announced a new channel strategy to expand on existing relationships and forge new channel partnerships in EMEA for its security, identity and access management solutions. The renewed focus on developing the channel for NetIQ is complemented by a mature and developed partner network across the Attachmate business.

Tougher economic conditions are leading IT organisations to review how they deliver critical IT services. There is an increasing focus on how these can be better managed and secured without increasing pressure on limited management time and budgets. New regulatory frameworks are also leading more organisations to review their processes for compliance and identify how to make their systems easier to audit as well as enforce policy management more effectively and consistently.

Through the new programme, NetIQ will enable the partners to address this with a portfolio of products that can be tailored to provide a range of general and industry specific identity, compliance and security management solutions. NetIQ partners will be able to differentiate these solutions with NetIQ's IT process automation technology NetIQ Aegis. Combined with other NetIQ products and third party software, Aegis automates manual, often complex, IT processes and critical procedures including regulatory policies, ensuring a higher availability of IT services and full regulatory compliance while driving down overheads and operational costs.

Ian McKay, the newly installed Director, EMEA Channel & Strategic Alliances for NetIQ and Attachmate in EMEA said: "The channel is very important to the success of our Attachmate business and now we want to develop relationships that will aggressively grow the market for our NetIQ solutions. Our portfolio of identity management and security solutions combined with our powerful automation technology provides a real point of difference for partners. The channel is looking for technology that delivers the concrete savings that our automation of IT processes provides, as well the opportunity to wrap around services that add real value."

NetIQ Identity and Access Management solutions help IT organisations to streamline administration tasks and improve security effectiveness in the enterprise computing environment. With solutions from NetIQ, organisations can more easily provision and de-provision users, enable self-service, perform routine maintenance and automate security and compliance checks. Leveraging granular administrative and security controls and comprehensive auditing functionality, NetIQ Identity and Access Management solutions help enable business productivity while securing critical data and reducing organisational risk.

NetIQ Aegis is a software platform that models, automates, measures and improves run books and ITIL-based processes, bringing both control and automation to IT operations. By leveraging a platform that captures organisational knowledge and allows IT operations to design and execute workflows that are consistent repeatable and less manual, NetIQ Aegis intelligently automates the mundane, repetitive tasks that routinely plague IT organisations.

In renewing its channel focus around its core areas of strength, NetIQ is looking to secure new partners in each key EMEA country that are focused on delivering security solutions and services. The company expects to be appointing new NetIQ partners across its key geographies in EMEA that can deliver packaged solutions to the market.

About NetIQ

NetIQ is an enterprise software company with relentless focus on customer success. Our portfolio for managing Security & Compliance, Identity & Access, and Performance & Availability helps organisations cost-effectively tackle information protection challenges such as PCI DSS, IGSoc, and SOX and manage the complexity of dynamic, highly-distributed application environments.

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