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VADition leads Q1 Labs recruitment drive

Security vendor tasks distributor with finding a dozen new partners over next 18 months

Caroline Donnelly, CRN 06 May 2010

Security vendor Q1 Labs has set distribution partner VADition the task of finding a dozen new resellers to market its QRadar product line over the next 18 months.

The vendor cited security integrator Integralis as an example of the calibre of “unique partners” it wants VADition to recruit on its behalf.

Matthew Nunney, sales director EMEA at Q1, said: “Integralis set the bar and fit the model in that they are highly skilled and have a great understanding of the security market.”

The company has three partners on board at the moment and wants to add “at most” a dozen more, said Nunney, with experience of working in the retail and financial vertical markets.

He added: “Partnering with Q1 would be perfect for VARs that are looking to enter the security market because they will only need to understand a small amount of technical details to deploy it successfully.”

Barrie Desmond, business development director at VADition, said his company wants to get between six and seven “actively engaged” partners on board.

He said: “Ideally, there would also be another four-to-five partners that have the products on their books, but are not as highly trained in it.”

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