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	<p>Leading Security Intelligence Supplier Announces Major European Growth Date: Thursday 29 April 2010 Author: PHILIP ALSOP</p>	
	<p><i>“Exponential customer growth, new regional headquarters, new staff and products to help Q1 Labs grow Security Information and Event Management (SIEM) market.”</i></p>	
	<p>Q1 Labs has announced a major push into the European market with the establishment of a new European distribution, R&D, sales and support centre and new senior management staff in the UK, France and Germany.</p>	<div style="border: 1px solid gray; padding: 10px; text-align: center;"> <p>Where Security Starts</p> </div>
	<p>Q1 Labs, which has doubled its customer base in one year and now has more than 1,000 customers worldwide including over 250 in Europe, is one of the fastest growing vendors in the SIEM space. It currently has two major OEM relationships with Juniper and Enterasys, as well as numerous partners worldwide. In March, Invest Northern Ireland announced that Q1 Labs will establish its new EMEA Headquarters in Belfast, where it will recruit around 50 staff to adequately meet demand from the region. The new facility will support the strong growth in EMEA, which accounts for over a quarter of its global customers, since it launched its products in the region in 2008.</p>	<p>20-21 May 2010</p>
	<p>In the UK, Q1 Labs has recently appointed Steve Jenkins as VP, EMEA, to help build its channel-focused business and scale up the existing sales and support teams. Jenkins, who previously ran the EMEA operation for storage vendor Isilon Systems and traffic management vendor F5 Networks, has a respected track record for building strong channel-focused organisations. Q1 Labs' partners in the UK include VADition; the firm will be attending the InfoSec event for the first time this year.</p>	
	<p>In Germany, Q1 Labs has appointed Wolfgang Huber to help grow its business across Germanic language regions including Austria and Switzerland. Germany has an active Q1 Labs partner community, including Computerlinks, Integrals and Axians. Huber was previously responsible for driving sales, including channel partnerships in Central Europe, for companies such as Infoblox, F5 Networks and 3Com.</p>	
	<p>In France, Q1 Labs partners with InterData, a leading network and security solutions integrator that has gained a reputation for excellence through the delivery of highly scalable and secure networks at over 500 enterprise, government and carrier customers.</p>	
	<p>In March, Q1 Labs also announced QRadar Risk Manager, the industry's first product to integrate risk management, SIEM, log management, and network behaviour analysis. This product joins the company's existing product line, including VFlow Collector, which provides visibility into the emerging virtual and cloud environments, QRadar SIEM and QRadar Log Manager.</p>	
	<p>“The threat of cyber attacks is continuing to grow and, at the same time, organizations are budgeting to comply with an ever-growing number of security regulations. As a result of these combined forces, organisations throughout Europe are reassessing their security processes, reporting and controls,” is the view of Philip Howard, Research Director at Bloor Research.</p>	

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Howard highlights international requirements such as PCI and country level regulations like CoCo in the UK and Garante in Italy as important compliance requirements that need to be met by many organisations and respective trading partners. "Q1 Labs addresses the needs of both of these sets of drivers. Also, it has a well developed channel programme: most vendors in this space limit themselves to managed service providers as partners, but Q1 Labs has gone beyond this by developing a significant reseller community so that it can address the needs of businesses throughout the European region," Howard adds.

Q1 Labs also has respected partners including ATM in Poland, Eurosel in Italy, Ymon in Finland, as well as multinational partners, including Integralis and Axians.

"We have over 250 new customers across EMEA with a go-to-market strategy that is entirely channel-focused and designed for the European marketplace," explains Brendan Hannigan, president and COO of Q1 Labs. "Our investment in a new headquarters, manufacturing and people is a sign of our intent to achieve the same striking success around the globe, as we have had with our products in North America."

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