



News Release

TUESDAY, MARCH 31, 2009

Q1 LABS AND VADITION SIGN DISTRIBUTION AGREEMENT TO DELIVER NEXT-GENERATION SECURITY INFORMATION AND EVENT MANAGEMENT SOLUTIONS

- VADition to Provide Its Value Adding Partners in United Kingdom and Republic of Ireland with Q1 Labs' QRadar Family to Address Increasing Fraud, Threat, and Compliance Challenges

WALTHAM, Mass. – Q1 Labs, a global provider of [security information and event management \(SIEM\)](#) products, today announced it has signed a distribution agreement with VADition Ltd., the Web 2.0 and social networking Value Adding Distributor.

Under the terms of the agreement, VADition is authorised to sell Q1 Labs' entire QRadar™ family of network security management hardware and software solutions to its portfolio of value adding partners in the United Kingdom and the Republic of Ireland.

The signing of this agreement with VADition continues Q1 Labs' multichannel, global, go-to-market strategy, as the company sells its products to customers worldwide through its own sales force, via Original Equipment Manufacturer (OEM) relationships with leading infrastructure vendors, and through various channel partners.

“Q1 Labs' QRadar family is an excellent addition to our product portfolio, and its highly automated SIEM capabilities fit very well with our stated mission of providing solutions that simplify security management and reduce operating expenses in an increasingly complex IT infrastructure,” said Barrie Desmond, business development director at VADition. “There is a growing threat landscape and increase of information brought about by Web 2.0 work practices and mass collaboration. As a result, technologies from vendors like Q1 Labs that enable IT simplification and automation present a huge opportunity for our partners as they address the OPEX reduction demands of their customers.”

Understanding that security management challenges vary by geographic regions, vertical markets, and organisations, Q1 Labs provides flexible product offerings that allow customers and partners to satisfy their unique security and compliance requirements and regulatory mandates, in both physical and virtual environments.

“VADition lends considerable support to its partners in the form of operations, logistics, marketing and demand creation, and pre- and post-sales support,” said Jon Fraleigh, vice president of worldwide sales at Q1 Labs. “The company is focused on providing its customers with new and innovative solutions, and will help us increase the scope of the Q1 Labs’ brand in an area of the world where we are rapidly seeing increased adoption of our products.”

About VADition

VADition (www.vadition.com) is a value adding distributor introducing a new wave of technologies to its partners in the UK. These technologies form the basis of its “Intuitive Technologies” strategy, a range of Internet-inspired platforms and services designed around simplifying increasingly complex and overloaded information infrastructures. The products chosen mirror the self-service behavior of an increasingly IP savvy society, businesses, and consumers. The characteristics of VADition’s vendor partners demonstrate a belief in new business models embraced within Web 2.0, and have designed their technologies around 'self service' or simplification.

About Q1 Labs

[Q1 Labs](http://www.Q1Labs.com) is a global provider of high-value, cost-effective network security management products. The growing company’s flagship offering, [QRadar](#), integrates previously disparate functions – including [log management](#), network behavior analytics, and security event management – into a total security intelligence solution. QRadar provides users with crucial visibility into what is occurring with their networks, data centers, and applications to better protect IT assets and meet regulatory requirements. Headquartered in Waltham, Mass., U.S.A., Q1 Labs’ customers include healthcare providers, energy firms, retail organizations, utility companies, financial institutions, government agencies, and universities, among others. For more information, visit www.Q1Labs.com, or call 781-250-5800.

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