



VADition Becomes Fortinet Accredited Training Centre

Only Distributor in the UK to achieve status brings more value add services to partners

Farnham, Surrey, 23rd June 2008 – VADition, the Value Adding Distributor, has announced it has been awarded Accredited Training Centre (ATC) status by Fortinet, the pioneer and leading provider of unified threat management (UTM) solutions. VADition is the only distributor in the UK to be a Fortinet ATC and will provide its partners with the skills to address end user security requirements in a rapidly growing market.

“We have an on-going commitment to not only source and offer technologies that reduce the cost of ownership and complexity within the network and security infrastructures, but also deliver higher levels of service value to our partners in the channel,” said Barrie Desmond, Business Development Director, VADition. “To become a Fortinet ATC is recognition of VADition fulfilling those ambitions, a big step forward in our growth and demonstration that we are at the forefront of the upwardly mobile UTM market.”

“VADition is an innovative distributor that in a short space of time has had impressive success in extending Fortinet’s reach across all key market segments,” said Simon Haylock, UK Channel Manager, Fortinet. “Becoming an ATC will enable VADition to offer more valuable services to partners and take advantage of the growing demand for UTM.”

VADition has a dedicated team that offers the full range of FortiGate products through its network of value adding resellers and system integrators, which scales SMB, high-end enterprise and key vertical markets. As an ATC, VADition will be able to offer specialised training to partners to support market developments and incremental business. The first training courses for partners begin in early July.

Barrie Desmond concluded, “As the credit crunch begins to impact on the corporate IT department, so more companies are looking to reduce the amount of time and resource they spend on managing IT and look instead to leverage value from IT. Fortinet’s approach solves customers’ security and management problems and reduces total cost of ownership which is why they have seen unprecedented levels of growth.”

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 behaviour of an increasingly IP savvy society - business and consumer. The characteristics of VADition's chosen vendor partners therefore must demonstrate a belief in new business models embraced within 'Web 2.0', and have designed their technology around 'Self Service' or simplification.

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