

Scanit wants to expand market share

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Scanit ME FZ LLC, a Dubai-based IT security consulting company, has entered into a strategic partnership with leading Managed Security Services provider Ascendsys Sdn Bhd to jointly tap the Malaysia, Indonesia and Gulf Cooperation Council (GCC) markets.

The tie-up between Scanit and Ascendsys, which was announced at the recently concluded HITBSecConf 2007, is aimed at addressing the lack of best practices and industry standards for security management -- especially in markets where there is currently a strong demand for end-to-end security consultancy services.

"This is a win-win partnership which completes both Scanit and Ascendsys' portfolio of security offerings, while maintaining the quality by which we have both grown in the market," said Scanit chief executive officer, David Michaux.

The partnership announcement is timely given that Scanit will be setting up operations Kuala Lumpur by year end. MSC Malaysia-status Ascendsys meanwhile has recently opened an office in Riyadh, Saudi Arabia. Ascendsys is also in the process of building a full-fledged Security Operations Centre that will provide security monitoring services. These services will be complemented by Scanit's independent security audit and consulting services.