



Symantec Middle East sign strategic alliance with Scanit to deliver added services capabilities to the region

Leading information security vendor chooses pure play local services experts to develop services delivery in the region

Dubai – February 5th 2005: Symantec, the world leader in information security, today announced the signing of a strategic alliance with Scanit, a leading regional security services and auditing company. The partnership will deliver comprehensive and customized security solutions that will enable Middle Eastern organizations to maintain a more secure business environment. As a pure services company, namely in the field of security infrastructure auditing, Scanit were the ideal partner for Symantec with whom to augment services capabilities in the channel without duplicating existing operations.

"Symantec is a world leader in the security industry across both enterprise and consumer sectors, and our customers look to us for expertise as well as excellent technology. Developing our services capabilities is the next step in providing top quality capabilities in the region, and Scanit are the ideal partner to deliver these skills," commented Kevin Isaac, Symantec Regional Director for Middle East & Africa. "This alliance offers both companies the opportunity to maximise our joint resources to offer our customers a fuller service leveraging the local expertise of Scanit and global knowledge base of Symantec."

"IDC estimates for 2005 suggest that in the Middle East and Africa services will make up over 30% of all IT spending, including planning and implementation as well as support. It is critical that we react to this market trend and develop the capabilities that our customers require," added Isaac.

Symantec operates a global services organization that handles customer requirements internally, as well as outsourcing to trusted security services partners, such as Scanit. Working closely together out of Dubai will benefit local customers of both companies, delivering high-end security services from a Middle East team of experts.

"Scanit have built a reputation in this market as a leading services provider, and we have a network of experts providing world class services to our customers. With the addition of resources such as data from the Symantec Security Operation Centres, as well as the vast stores of documentation and knowledge in the company, our consultants will be armed with up to the minute information, enabling them to deliver the best advice to our customers" commented David Michaux, CEO, Scanit.

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Scanit have had great success in the region since their establishment in Dubai Internet City (DIC) in 2002, becoming one of the leading regional services providers and an authority on security infrastructure auditing. Established in Belgium in 1999 as a Belgacom initiative, the company offered a variety of security auditing, including physical penetration testing, external and internal network testing as well as social engineering or phone systems tests. Today, Scanit has expanded its services to cover all technology security infrastructure concerns and has relocated its international headquarters to its DIC office. Including proven methodologies and best practices, Symantec Services deliverables provide actionable roadmaps to help improve current security as well as recommending a systematic approach based on business priorities. Combining these resources and skills will deliver an unprecedented services offering to Dubai.

“The marriage of minds that this agreement promises will offer our customers unrivalled access to vendor agnostic specialists who are contracted to deliver world-class security advice in the region” commented Isaac.

Both companies realize the importance of knowledge transfer to enable growth in the local market, and this partnership will go further to ensure that capability is being grown from within the UAE and regional markets rather than being flown in from international consultants. Delivering services through local consultants is more attractive to regional customers, and makes real Symantec’s commitment transferring knowledge to enhance the Middle Eastern IT Security Industry.

About Symantec Consulting Services

Symantec Consulting Services possesses an extensive understanding of the latest security threats and the most technologically advanced countermeasures. Symantec has performed assessment, design, implementation, on-site staff augmentation, and incident planning and forensics services for business enterprises and government entities around the globe. Specific services include the following:

- Security Assessments
- Penetration Testing
- Antivirus Planning and Design Services
- On-Site Staff Augmentation
- Security Architecture Planning and Design
- Incident Handling and Response/Forensics
- Policy Review/Standards Readiness Assessment

For more information, please visit <http://enterprisesecurity.symantec.com/SecurityServices/>.

About Symantec

Symantec, the world leader in Information security technology, provides a broad range of content and network security software and appliance solutions to individuals, enterprises and service providers. The company is a leading provider of client, gateway and server security solutions for virus protection, firewall and virtual private network, vulnerability management, intrusion detection, Internet content and e-mail filtering, remote management technologies and security services to enterprises and service providers around the world. Symantec’s Norton brand of consumer security products is a leader in worldwide retail sales and industry awards. Headquartered in Cupertino, Calif., Symantec has worldwide operations in 38 countries.

About Scanit

Scanit, a spin off of Belgacom, the Belgian incumbent telecom operator is a young IT company that specializes in network security audits and training. By testing if the security measures put in place at a company are effective and complete thus adding to the effectiveness of the security policy that is in place. Constant reviews and retesting ensures that a company’s infrastructure is as secure as can be at any given time. According to a company’s requirement, Scanit can test all different aspects of your security. An independent assessment is usually the best way to reveal the weaknesses of any IT infrastructure. Based in Brussels, Belgium and Dubai we are well positioned to service companies from the heart of Europe and the Middle East through to the Asia Pacific.