



BEE WARE
Delivering Confidence in Web Applications

Press Release

Paris, Tuesday December 3rd, 2013

SECURITY / INTERNATIONAL

Bee Ware accelerates its international development through the signature of a partnership with Otek FZCO, a leading distributor in the Middle East

Bee Ware, a leader in application security, continues its international expansion by announcing the signature of a partnership with Otek FZCO.

Following its twelve years of experience in the Web Application and Service Security, Bee Ware has developed many strategic partnerships across Europe. With his new Middle-East partner, Bee Ware reinforces its international expansion in this strategic market.

As a well-known specialist of enterprise security solutions, Otek FZCO which has been based in Dubai for many years and has demonstrated a thorough knowledge of the MENA market. By leveraging on this expertise and on its new partner's notoriety, Bee Ware is entering into this new high-growth market.

Sebastien Talha, Bee Ware VP of International Sales highlights which advantages can be found in such a partnership: *"Bee Ware has found in Otek FZCO the ideal partner that will allow us to get quickly recognized as the reference in Application Security in the Middle East."*

Kamel Heus, Director at Otek FZCO adds: *"Bee Ware has a unique security offering and we are very excited about this partnership in the Middle East. Bee Ware goes beyond offering a Web Application Firewall, by including a Web services Firewall and a Web Access management (an SSO for web applications) under the same umbrella."*

"What really impressed us is the magnificent ease of use of the software, and the holistic approach that Bee ware takes when dealing with Web application security and availability".

"Otek has always been passionate by technologies that do the job well and in a simple way, so that IT professional can concentrate on the core of their business. Managing security does not have to be complicated! Bee ware solutions consolidate our vision and is a great addition to our portfolio".

"We will fully utilize our market expertise and regional know-how to develop a strong channel, and help customers strengthen their security posture. We are working closely with the Bee Ware team to help expand their local market presence".

About Bee Ware

Bee Ware is a provider of solutions for security and availability of Web applications. Bee Ware's i-Suite solution provides organizations of all sizes with the means to fight the growing threats that can impact their activity while ensuring optimum quality of service and performance.

Within a single solution, i-Suite provides an application firewall (Web Application Firewall or WAF), an XML firewall (Web Services Firewall or WSF), access control (Web Access Management or WAM) and tools for traffic monitoring and centralized management that significantly reduce deployment costs. I-Suite adapts to all types of infrastructures thanks to a complete offer in the form of appliances. Founded in 2002, Bee Ware is present today in Europe in industry, healthcare, finance and public services.

About Otek:

Otek is a Value Added security distributor headquartered in Dubai, with a regional in Algiers. Covering the whole Middle East and Northern African region, the company focuses on security solutions as well as system management, to help customers overcome cyber threats challenges and unlock business efficiency. Otek offers resellers and System Integrators an excellent opportunity to capitalize on their growing customer base by providing End to End IT security solutions, and assisting them in the full project lifecycle. Acting as a true VAD, Otek brings to the region best of breed and innovative security and system management solutions that are efficient and simple to use.

Press contact

Florence Hanczakowski

fhanczakowski@bee-ware.net

Tel.: +33 (0)1 74 90 50 90