

PRESS RELEASE

Enginsight and ALSO: Partnership with focus EU expansion

Jena, January 15, 2025 – Enginsight, the innovative all-in-one security platform from Germany, is entering into a strategic partnership with technology provider ALSO to expand its European market presence. Through ALSO's partner network, even more small and medium-sized enterprises (SMEs) will receive support in coping with growing cybersecurity requirements in the future.

Enginsight has already established itself well in the DACH region with its unified security management platform and is growing steadily. Expansion beyond the DACH region is one of the logical next steps that the software manufacturer is taking strategically with the ALSO partnership. The new partnership gives Enginsight access to an even broader dealer network that will distribute the platform to a large number of companies throughout Europe.

“The cooperation with ALSO is a decisive step towards making our innovative technologies accessible to an even broader market,” says Mario Jandeck, Managing Director of Enginsight. “Our expansion plans in EU countries in particular will be significantly supported by this cooperation. ALSO is the ideal partner for us to drive our international growth and offer companies across Europe a highly effective but manageable cybersecurity solution that combines various functionalities in a single solution.”

ALSO emphasizes the importance of the partnership and sees the integration of Enginsight as an important building block for the expansion of its own security portfolio.

“Enginsight's platform is a milestone in the IT security industry and offers our partners real added value,” says Marc Hövelmann, Regional Lead CoC Cybersecurity D-A-CH. “With its unique combination of cyber threat detection, automated security checks, penetration tests and SIEM functions, Enginsight is ideally suited to meet the growing security requirements of our partners.”

To kick off the cooperation, Enginsight will present itself for the first time at the ALSO Solution Day on April 1, 2025 in Lucerne. Further joint events are planned for the year to provide Enginsight partners with a practical introduction to the platform and to strengthen international sales opportunities.

About ALSO

ALSO is one of the leading technology providers for the ICT industry currently active in 30 countries in Europe and in a total of 144 countries worldwide. In 2023, net sales of the Swiss-based company, which employs about 4 000 people, amounted to 11.1 billion euros. The ALSO ecosystem offers around 135 000 resellers hardware, software and IT services from more than 800 vendors in over 1 540 product categories. In the spirit of the circular economy, the company provides all services from provision to refurbishment from a single source.

ALSO has three business models: The Supply division comprises the transactional range of hardware and software. The Solutions division supports customers in the development of customized IT solutions and ready-to-use IoT applications. Subscription-based cloud offerings for soft- and hardware as well as platforms for cybersecurity, IoT, virtualization and AI are the focus of the Service area.

For more information visit: www.also.com



Über Enginsight

Enginsight offers the perfect cybersecurity solution for SMEs. Founded in Jena in 2017, the software, which was developed entirely in-house, is now used by numerous SMEs and is particularly popular with IT service providers. They use Enginsight to determine the maturity level of their customers' IT security and to proactively detect and block attacks. Following the approach of 'making the invisible visible' and 'making the insecure secure', Enginsight focusses on transparency and automation in terms of IT security.

The aim is to eliminate the 'human factor in IT security', which is at the center of many cyberattacks. With security

100% Made in Germany, Enginsight is pursuing the vision of making SMEs secure – effectively and sustainably with its technologically leading solution.

For more information visit: www.enginsight.com.

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