



## **TriGeo Network Security Expands International Reach with Phoenix Datacom Partnership**

### ***Global Demand for Security Information and Event Management Continues to Climb***

**POST FALLS, Idaho (Nov. 11, 2008)** — [TriGeo Network Security](#), the leading provider of [security information and event management](#) (SIEM) technology for midmarket enterprises, is aggressively expanding its international presence to meet increasing demand for its Security Information Manager (SIM) solution. The company's strategic [partnership](#) with Phoenix Datacom, a leading supplier of network performance and security solutions in the UK and Ireland, provides easy access to the industry's only real-time log management and compliance solution that can actively defend the network.

"Most organizations have implemented some protective security measures such as firewalls and IDS but many are not meeting compliance criteria such as PCI and CoCo because they do not have the processes, budgets or resources to monitor and respond to the warnings and alarms raised by their security systems. This is a particular problem for mid-sized companies and local government authorities – and this is where TriGeo helps," said Tony Smith, marketing manager for Phoenix Datacom. "TriGeo's SIM provides a highly affordable way of both monitoring and responding to security alerts in real-time. It allows us to address a sector of the market where effective security information and event management was previously beyond their reach."

"Demand for SIEM in Europe, Latin America and Asia has grown exponentially within the past three years, and channel partners like Phoenix Datacom play a critical role in our ability to reach midmarket businesses that need to protect their networks and meet compliance regulations," said Michelle Dickman, president and CEO of [TriGeo Network Security](#). "TriGeo's unique ability to go beyond identifying threats to actively responding to them, coupled with its easy-to-implement plug-and-play appliance makes the solution a perfect fit for midsized companies."

TriGeo has partnered with some of the most innovative and successful businesses worldwide. Just last week, the company announced its partnership with [COMPUTERLINKS](#), a global value-added distributor (VAD) with a strong heritage in security and IT infrastructure solutions, enabling TriGeo to deliver a comprehensive channel partner program in North America. This recent increase in partnerships speaks to TriGeo's leadership in the market, and its dedication to helping customers monitor and secure their networks across borders.

Delivered as a fully configured appliance, the solution supports hundreds of network products, comes stocked with more than 650 network monitoring rules and over 240 pre-built reports for compliance and network analysis. TriGeo SIM goes far beyond log management, providing real-time log analysis to identify network attacks and policy violations as they happen and initiate proactive responses

such as quarantining, blocking, USB defense and controlling processes, accounts and privileges. All of this is available at a price starting below \$20,000. The company has hundreds of customers across financial services, retail, healthcare, education, government, utility and media/entertainment.

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#### **About TriGeo Network Security**

TriGeo Network Security delivers enterprise security information and event management (SIEM) designed specifically for the needs of the midmarket. TriGeo SIM is the only real-time SIEM appliance that automatically identifies and responds to network attacks, suspicious behavior and policy violations. This award-winning product combines real-time log management, event correlation, USB detection and prevention with powerful active response technology. TriGeo SIM is both a unique network defense technology and an "Audit-Proven" compliance solution that meets the security monitoring and log management requirements imposed by PCI, GLBA, NCUA, FDIC, HIPAA, SOX and more.

TriGeo has hundreds of customers across key vertical markets including financial services, healthcare, government, utility, retail and media/entertainment. TriGeo SIM has won numerous awards including the 2007 and 2008 *SC Magazine* Reader Trust Award, 2007 Frost & Sullivan North American Technology Innovation of the Year Award, the *Bank Technology News* #1 ranking in the 2008 FutureNow List, and the *SC Magazine Best Buy* of 2006 award for Event Management. The Company is a member of the PCI Security Standards Council and PCI Security Vendor Alliance and is represented by partners worldwide.

For additional information about TriGeo and its products, services and partners, please contact TriGeo at 1 (866) 664-9292 or at [www.TriGeo.com](http://www.TriGeo.com), and visit the TriGeoSphere blog at [blog.TriGeo.com](http://blog.TriGeo.com).

#### **About Phoenix Datacom Ltd**

Phoenix Datacom is a leading supplier in the UK and Ireland of specialist products and services related to the performance and security of IT networks and applications. Established in 1984, the company is renowned for its depth of knowledge in these areas and the quality of technical support provided to its customers. Phoenix Datacom is a major supplier to fixed and mobile telecoms operators, equipment manufacturers, and corporate private and public sector organizations.

For more information, visit [www.phoenixdatacom.com](http://www.phoenixdatacom.com) or email [info@phoenixdatacom.com](mailto:info@phoenixdatacom.com).

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