



## Press release

# Kappa Data signs distribution contract with backup specialist Arcserve

De Pinte, 12 October 2020

Kappa Data, distributor of network connectivity, network security and IoT solutions expands its portfolio in the Benelux with the products of Arcserve.

The name **Arcserve** will probably sound familiar to a lot of people. The company has been offering its solutions since 1983 and can therefore call itself the most experienced supplier of data management solutions. Organizations in more than 150 countries rely on Arcserve's technologies and expertise to eliminate the risk of data loss and prolonged downtime, whether the systems are on-site, on prem or in the cloud.

In addition, the cost and complexity of backing up and restoring data is reduced by up to 50%.

Arcserve recently expanded its alliance with **Sophos**, a leading provider of cyber security solutions, to offer **AI-based anti-ransomware** and **data protection solutions** for **on-premise, cloud and SaaS-based workloads**: Arcserve Cloud Backup for Office 365 and Arcserve Unified Data Protection (UDP) Cloud Hybrid secured by Sophos.

Patrick Casteels, Managing Partner Kappa Data: *By signing the contract with Arcserve, we strengthen our position in the backup world. We have noticed that the damage caused by ransomware is only getting worse, especially in this period of teleworking. Arcserve offers a very good and reliable all-in-one data protection solution, which makes it very interesting for our resellers in the Benelux. This step is also a logical one because Kappa Data was already a leading Sophos distri, making the alliance between Sophos and Arcserve a very big plus for us.'*

*Arcserve fully relies on the partner channel, so working with the right distributor is essential to our business model," says Mick Bradley, VP EMEA at Arcserve. I am convinced that the collaboration with Kappa Data is an important step in helping companies in the Benelux to reduce the threat of ransomware. At the same time, this is a perfect extension of our existing channel in the region. The position of Kappa Data, the local expert in SME and enterprise markets, and the many years of experience in providing security solutions in cooperation with Sophos, make this an obvious choice for us. Together, we are proud to be part of an ecosystem that can offer companies in the Benelux the highest possible availability and safety'*

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