

Kappa Data



YOUR VALUE
ADDED
DISTRIBUTOR

Kappa Data



Dear reader,

For 25 years, we as Kappa Data are always trying to find added value for our customers and vendors. In the early years this was purely technical, today we offer a total package with support through lead generation, marketing, business development, logistics processes and of course the technical added value such as support, training and presales support.

Our companies in Belgium, France, The Netherlands and Poland together realised more than 100 million euros. We can therefore speak of a great performance.

In our Go to Market strategy, the focus on a limited number of vendors remains very important. At the same time, we are of course looking for new opportunities.

New in the portfolio are the solutions of Armis and Whalebone.

We wish you much reading pleasure and of course remain available in case of further questions.

Patrick Casteels and Chris Willems
Managing Partners

INTRO

BARRACUDA NETWORKS

SECURITY AWARENESS TRAINING

Phishing? No thanks! Train your staff to recognise phishing e-mails.

With all the technical tools available to protect our networks from ransomware and hackers, we humans are still the weakest link. We all know examples of phishing e-mails. But are you sure you recognise every phishing e-mail? And how sure are you that your employees recognise all phishing e-mails?

You're only one click away from cybercrime! Are you worried that your employees will just click away? Kappa Data is here to help you with Phishing as a Service. This is more than just a service. It's a programme that consists of a combination of components that completely eliminate the human risk factor in the field of cyber security.

With this low-threshold service, we want to make your employees aware of all the dangers of phishing!

— Training content

This training consists of several online videos that can be supplemented with traditional training sessions.

— Examination

Test your employees on their acquired knowledge and monitor their evolution closely.

— E-mail campaigns

Create campaigns to practice your staff by

sending them test phishing mails. Use the built in templates or create your own designed e-mails. Knowledge and monitor their evolution closely.

— CloudGen Access

This is the ZTNA solution of Barracuda where you close the gap where VPN is insufficient. With automated microtunnels each remote user securely connects to and only to the application(s) where the user has access to. No more client to site, no more malware and hackers taking abuse of open VPN tunnels.

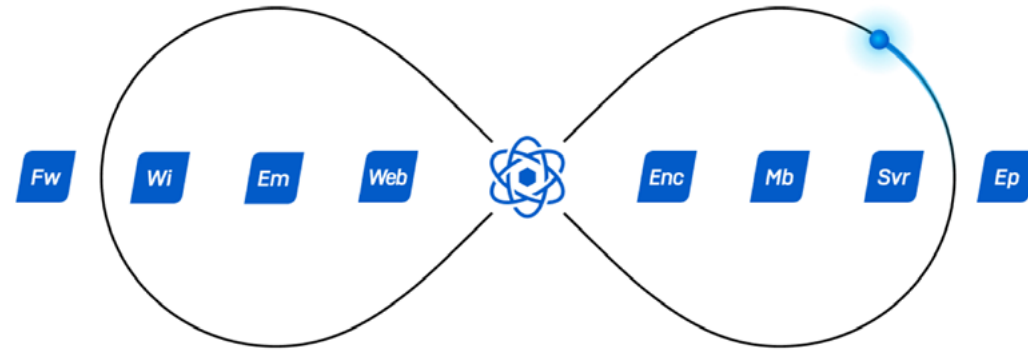
— SecureEdge

Building up to a SASE stack, Barracuda stands out because you can choose to build your own points of presence with a fast Azure VWAN backbone or you could even use the system to locally manage multiple firewalls in an easy and intuitive way.

Having this flexibility brings a new dimension to Barracuda partners making them grow smoothly with small and low steps when needed while keeping grip upon security, or grow fast if you like.

SecureEdge is not just stacking connectivity with security but integrating complex knowledge such as optimized TINA tunnels with easy accessible management.





EXTENSIVE PRODUCT PORTFOLIO WITH A SECURITY FOCUS

Sophos offers a complete, well-integrated security ecosystem. *Sophos Firewall* can be managed in *Sophos Central*, the cloud-native console. The same goes for all the other next-gen security products, such as *Intercept X* endpoint protection, encryption, server protection, secure wireless networks, e-mail security and more. Products such as *Sophos Firewall* and *Intercept X* work together to provide synchronised security. This leads to superior visibility and automated response between products.

- ◆ Security Ecosystem
The ability to offer endpoint, server, firewall, mobile, encryption, web, e-mail and phishing simulation capabilities through a single vendor. This way, you no longer have to chase down multiple suppliers and maintain countless contracts.
- ◆ Sophos Firewall
Sophos next-gen XGS Firewall makes advanced threat protection feasible for organisations of all sizes. Powerful capabilities such as SSL/TLS decryption, remote-access and site-to-site VPN, deep packet inspection and application control are just a few clicks away. Sophos stands for simplicity and ease of use. *Sophos Firewall* is the best proof of this.

- ◆ Sophos Central
A single cloud-based management dashboard to view all your licences and customer information. Sophos Central is available free of charge, both for partners (reseller dashboard) and customers (admin dashboard).
- ◆ Managed Service Provider (MSP)
Sophos offers the possibility of selling through an MSP concept. The actual consumption is counted at the end of the month and invoiced based on a consumption summary.
- ◆ Managed Detection and Response (MDR)
Sophos MDR enables organisations to outsource the challenging task of advanced

threat detection and response 24/7 to Sophos experts. It builds on the tight integration between *Sophos XGS Firewall* and the *Intercept X* endpoint. Whether you choose the Standard or Advanced service level, it always includes network restoration. In the most advanced license you have an insurance up to 1 million dollar included.

KAPPA DATA OFFERS ALL SOPHOS SOLUTIONS, INCLUDING SUPPORT AND TRAINING OPPORTUNITIES.

ASK YOUR KAPPA DATA CONTACT ABOUT THE POSSIBILITIES.

EXTREME NETWORKS

Extreme Networks is one of the fastest-growing cloud-driven network companies. The company has built a reputation for high-quality, high-performance networks.

— **Extreme has received several renowned awards in recent years:**

2021 *Gartner Peer Insights Customers' Choice* for wired and wireless LAN access infrastructure (for the fourth consecutive year)

Recommended as a leader by Gartner in the 2020 Gartner Magic Quadrant for wired and wireless LAN access infrastructure (for the third consecutive year)

As a networking pioneer, Extreme delivers end-to-end, cloud-driven networking solutions and services that provide comprehensive solutions from the Internet of Things (IoT) edge to the cloud.

— **Extreme designs, develops and produces:**

- ◆ Wired and wireless Wi-Fi network infrastructure equipment
- ◆ Carrier-grade routers
- ◆ Cloud networking platform and application portfolio that uses cloud management, machine learning and artificial intelligence to deliver network policy, analyses, security and access control.

Following the acquisition of Aerohive, Extreme has focused on its intelligent cloud platform (Extreme Cloud IQ). Artificial intelligence helps the administrator to maintain the network in an optimal way by predicting problems and giving advice. Although we use the word 'cloud', the platform is also available on premises.

Extreme is also strong in the SD-WAN area. Ipanema stands for 'Quality of Experience', so this doesn't only highlight the technical aspect. When we make the link with the Extreme Cloud IQ mentioned above, this is the synergy we can expect from a party like Extreme Networks.





CATO NETWORKS

Cato Networks specialises in the convergence of networking and security in the cloud. Aligned with Gartner's Secure Access Service Edge (SASE) framework, Cato delivers next-generation secure networking architecture that eliminates the complexity, costs and risks of outdated IT approaches based on disjointed solutions. With Cato, you can connect any user securely and optimally to any application anywhere in the world. Thanks to the cloud-first architecture, you can quickly deploy new solutions and maintain an optimal security approach without any effort from your IT team. With Cato, your IT organisation and your business are ready for whatever comes next.

WHAT IS SASE?

Secure Access Service Edge (SASE) is a new technology category for enterprise networks introduced by Gartner in 2019. SASE converges the functions of network and security point solutions into a unified, global cloud-native service. It is an architectural transformation of enterprise networking and security that enables flexible and targeted IT services for the digital company. What makes SASE unique is its transformational impact

across multiple IT domains.

Solving emerging business challenges with single-point solutions leads to technical silos that are complex and expensive to own and manage.

As an organisation, you rely on your IT solutions to help you with business challenges. However, single-point solutions lead to technical silos that are complex and expensive to own and manage.

Complexity slows down IT and its response to these business needs.

SASE breaks through the complexity with a new network and security platform that is identity-driven, cloud-specific and globally distributed, securely connecting all technologies (WAN, cloud, mobile and IoT).

— Advantages of SASE

SASE optimises access performance, reduces operational complexity and improves the approach to security on a global scale. To meet these criteria, a true SASE solution must be built on a cloud-native and cloud-based architecture, be distributed globally across many Points of Presence (PoPs), and support all edges (locations, users, clouds, and applications).

With SASE, companies can reduce the time it takes to develop new products and get them to market. This allows you to respond quickly and flexibly to changes in the market.



Armis makes visible what is hiding in the network. Like a sniffer, it not only finds all components but also maps their vulnerabilities. Thanks to many integrations, it feeds existing applications and obtains synergy.

PROTECT YOUR ASSET ATTACK SURFACE

Armis was founded to help organisations discover and secure managed, unmanaged IoT and OT devices, including medical devices and industrial control systems (ICS). With nearly 500 employees worldwide, they are building a future that helps their customers and partners quickly implement their digital transformation strategies and securely adopt new connected devices. Armis is a privately held company and is headquartered in Palo Alto, California.

— Complete Network Security Visibility

Get a unified, multidimensional view of every enterprise asset - IT, Cloud, IoT, OT, Edge - including the up to 40% of each network component that remain unseen, unmanaged or unsecured.

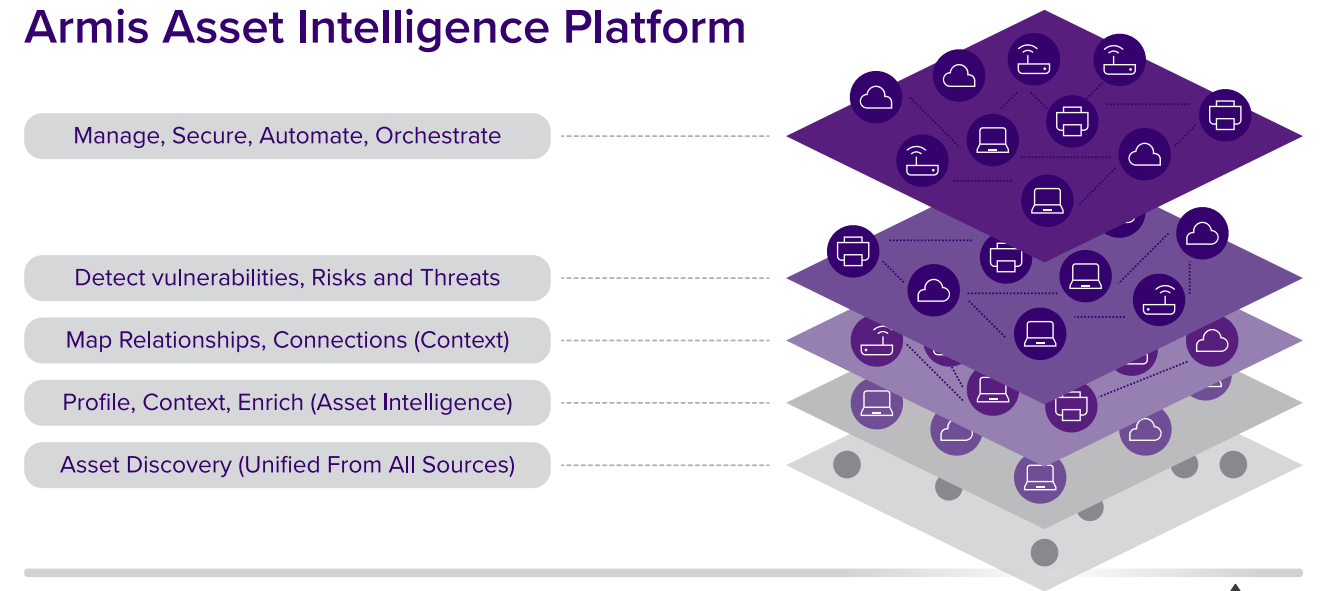
— Contextual Device Intelligence

Enable zero-trust architecture with an AI-powered knowledgebase that learns normal and abnormal behavior from 3 billion managed assets to proactively mitigate threats.

— Continuous Agentless Security

Quickly deploy, share real-time asset intelligence, and automate workflows with an agentless security monitoring solution that offers 100+ integrations with security, IT, and asset tools.

Armis Asset Intelligence Platform





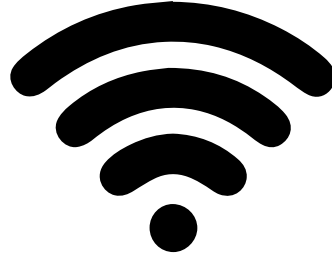
THE BEST PERFORMANCE

Ruckus stands out for its innovative technologies for reliable connectivity: anytime, anywhere.



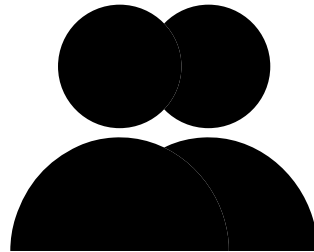
EASY TO USE

Easy installation and management for IT staff and simple to use by end users.



LARGE PORTFOLIO

Ruckus has an extensive portfolio of indoor and outdoor (controller-less) access points, (virtual) controllers, location-based services, certificate-based security and ICX switches.



USABLE IN ALL MARKETS

Ruckus products deliver reliable connectivity in any environment. Large or small, Carrier or Enterprise and with many simultaneous users.

COMMSCOPE RUCKUS



Ruckus introduces the First Enterprise-Class WiFi 7 Access Point driven by Ruckus AI.

Ruckus uses long proven hardware technology such as BeamFlex+ together with AI to level up to high performance and ultra stable networks in difficult environments.

By using advanced Wi-Fi technologies such as the patented Beamflex+, Ruckus ensures reliable connectivity in environments with many simultaneous users.

- ◆ ICX Switches
- ◆ Access points
- ◆ Cloud management tools
- ◆ Analytic management tools

Ruckus offers a complete portfolio of high-performance Access Points and Wi-Fi controllers, as well as powerful ICX Switches for the wired network. You can also turn to Ruckus for network security, analytics and management software, professional services and support.

Ruckus simplifies the life of your IT team and makes it easy to provide your customers and employees with an exceptional user experience. With Ruckus, any organisation can easily implement, manage and scale up a converged network. Using machine learning and Artificial Intelligence, your IT team can solve problems faster and proactively set, measure and enforce SLAs that meet the ever-changing needs of your users.

Use Ruckus-ONE as an all-in-one solution that brings together management, analysis and troubleshooting in one AI based portal.



LANCOM SYSTEMS



LANCOM Systems is the leading European manufacturer of secure, reliable and future-proof network (WAN, LAN, WLAN) and firewall solutions for the public and private sectors. The company combines hardware with virtual network components and cloud-based software-defined networking (SDN). The result is a unique portfolio of on-premise and cloud solutions with a central platform for SD-WAN, SD-LAN, SD-WLAN & SD-Security.

LANCOM stands for quality 'Made in Germany'. The product ranges are characterised by long life cycles and professional management. Free safety and function updates provide lasting investment protection and key customer benefits. The in-house *LANCOM Support Center* provides technical support and service.

The cloud-managed network solutions automate the control and monitoring of all desired network segments (LAN, Wi-Fi, security). The secure *LANCOM Management Cloud*, hosted in Germany, ensures maximum efficiency, decisiveness and transparency.

20



LANCOM SYSTEMS

SMARTOPTICS



DID YOU KNOW THAT ONLY A FEW FACTORIES MAKE SFP AND QSFP MODULES (OPTICS)?

The big difference between the modules is in the firmware. Not all devices will allow you to insert modules from another vendor into their device. Either they are refused or you get into trouble when you want to open a support case.

SmartOptics has developed firmware versions for almost all brands that require their own firmware. The device cannot distinguish between an original and an alternative version of the optic.

All support is provided by SmartOptics. Do

you have a problem with one of the installed modules? No worries, SmartOptics offers full support.

In addition to the common optics, more specific optics such as DWDM are also available. DAC cables with different connections are also available.

— What does Kappa Data do?

Kappa Data has a device for reprogramming the firmware if an update to the software is required or if you want to move the module to another device.

— Stock

Kappa Data has sufficient modules in stock. We can deliver almost immediately after the firmware has been loaded. Therefore, it's not necessary to stock dozens of variants.

21



SMARTOPTICS

STORMSHIELD

22



STORMSHIELD

WHO IS STORMSHIELD?

Stormshield – subsidiary of Airbus CyberSecurity – is the European leader in digital infrastructure security. The company provides intelligent, innovative network solutions to successfully protect your organisation against cybercrime.

STORMSHIELD SECURITY SOLUTIONS

— Network security

Traditional security systems do not protect against modern threats adequately. That's why Stormshield opts for a new, effective approach: network security solutions based on the concept of multi-layer collaborative security.

The security engines of Stormshield's solutions actively work together, providing in-depth protection for your IT systems.

— Endpoint security

Working from home, mobile working, online collaboration and data sharing make our lives easier, but they also present security risks. Cyber attacks are increasingly succeeding in circumventing traditional protection tools.

The success of spear phishing, ransomware, malicious software use and *zero-day* attacks demonstrates that workstations remain the weak point of IT infrastructures. Stormshield's endpoint security offers an effective solution against these threats.

— Data security

Stormshield provides a comprehensive response to the many factors that make data vulnerable: negligence, industrial espionage, new mobile usage, collaboration tools, etc.

Stormshield Data Security guarantees end-to-end data encryption, from user to recipient, thus providing transparent protection against *man-in-the-middle* attacks, malicious management and data leaks.

WHAT ARE THE BENEFITS OF STORMSHIELD?

Network security for critical and operational infrastructures is Stormshield's core business. Their trusted, state-of-the-art solutions are certified to the highest level in Europe (EU RESTRICTED, NATO, ANSSI EAL3 + / EAL4 +) and are suitable for industry, IoT and OT.



23



STORMSHIELD

CYBERSECURITY
IN SENSITIVE
ENVIRONMENTS



WHALEBONE

Whalebone offers an IT security solution designed to protect businesses from online threats such as malware, ransomware and phishing attacks.

Security can be hard to implement. Especially in a widely spread environment where you have servers and computers everywhere, in datacenters, public cloud, travelers,...

One of the most brain pain no-gain issues that a system administrator experiences, is DNS trouble-shooting. I'm not going to say that Whalebone will solve them all, but it will bring some visibility but more importantly, security into DNS resolving. As easy as it is to configure your ISP's DNS IP's into the systems, so easy it can be to migrate to a full DNS protected network with Whalebone. Suddenly you have protection against ransomware, phishing, unwanted adds and other malicious sneaky software generating malicious traffic.

It's not the traffic itself that is blocked but the DNS request before traffic is even generated.

Imagine this being an extra layer of security on top of what you already have in place. This is not an ordinary DNS security product blacklisting known dangerous domains, but it fills the gap between these lists and the unknown domains that should be trusted. An intelligent algorithm analyses every unknown domain to determine if it can be passed or not.

As a product it is an easy and affordable addition to your offers in firewalls, endpoint security or what-ever DNS dependent product if we talk about traditional enterprises or small and medium sized companies.

— Internet Service Providers

Are you an ISP, then Whalebone enhances the security of your customers without the need for extra configuration at their side.

ADD AN EXTRA CROSS-CONNECTION LAYER OF PROTECTION WITH WHALEBONE DNS SECURITY WITHOUT INTERRUPTION OR UNPREDICTABLE TIME INVESTMENTS.



SOLARWINDS

SOLARWINDS HYBRID CLOUD OBSERVABILITY

SolarWinds is a leading provider of powerful and affordable ITOM monitoring software. SolarWinds has recently evolved from the traditional monitoring of networks, systems, applications and databases based on predefined metrics to a dynamic solution - based on automation, observation, visibility and proactivity for diverse multi-cloud deployments.

— Hybrid Cloud Observability

Is a comprehensive, integrated and full-stack observability solution designed to integrate data from across the IT ecosystem, including network, servers, applications, database, and more. Hybrid Cloud Observability is designed for organizations of all sizes and industries. Our solution has built-in intelligence to help customers optimize performance, ensure availability, and reduce remediation time across on-premises and multi-cloud environments.

— SolarWinds Observability (SWO)

Next to the on prem solution, there is now a full blown SaaS solution that reduces implementation times and strengthens IT support by having their data available everywhere. This solution easily fits in subscription models that a partner uses in package offerings. SWO can also be deployed in a hybrid mode.

— SolarWinds Product Overview:

- ◆ Network Management Software and Network Tools: Network performance management software that gives you the power to monitor and manage your network.
- ◆ Systems Management: Manage, monitor, and troubleshoot application performance and availability, and correlate across the application stack.
- ◆ Database Management Software: Find, analyze, and optimize performance issues
- ◆ IT Security Software: Powerful, affordable, and easy-to-use solutions to make everything in IT more secure.

— About SolarWinds

SolarWinds is the worldwide leader in network management software, providing powerful and affordable IT management software to customers worldwide, from Fortune 500® enterprises to small businesses, MSPs, government agencies, and educational institutions. Regardless of where the IT asset or user sits, SolarWinds delivers products that are easy to find, buy, use, maintain, and scale while providing the power to address all key areas of the infrastructure from on-premises to the cloud.

Learn more today at www.solarwinds.com.



ONE IDENTITY

28



ONE IDENTITY

Passwords, do they drive you crazy too? They have to be a combination of this and that, they are far too long and it's impossible to remember them all. Moreover, re-using passwords is out of the question. Even as an IT integrator, you sometimes curse them.

Has no one ever thought of using the same password to access all applications and websites? Remembering one complex password is easy enough. And that's possible with OneLogin.

OneLogin is an Identity Access Management solution, which means that the system centralises authentication. All applications and websites that are linked don't keep their own user data, but outsource this to OneLogin. The user only has to log in once to access numerous applications and systems without having to log in again each time.

— Active Directory, Azure AD or Google Apps

If the users are currently in Azure Ad or Google Apps, you can synchronise them. That way, the customer does not have to switch. The passwords are synchronised. If one works with a classic on-premise Active Directory then we do the same via an agent. Even the method of creating or disabling users remains the same.

— Password forgotten

Users often ask help desks to reset their passwords. Thanks to the built-in password reset, the help desk no longer needs to worry about this.

Users can choose a new password themselves by selecting a different login method that the organisation permits. Examples include an MFA, SMS, a regular e-mail or even a series of personal questions.

— VPN

OneLogin itself does not provide a VPN, but via RADIUS, for example, a link can be provided to a remote access system such as the firewall or a ZTNA solution. This way, the password can be standardised.

— Integrations

OneLogin integrates with hundreds of applications, such as Office 365, Salesforce, etc. on the visible side. You can even have licences created automatically if this application supports it. There is integration with a handful of MFA vendors for login, although OneLogin itself already has push authentication on board.

Thanks to the SAML, LDAP, RADIUS and OAUTH protocols, as well as form-based detection, most present-day applications are supported.

The entire platform is open for API communication and is thus equipped for automation and provisioning.

29



ONE IDENTITY





ONESPAN

FORMERLY VASCO DATA SECURIT

OneSpan is the global market leader in multifactor authentication (MFA) and electronic signatures for secure user authentication and secure online and mobile transactions, including hardware tokens, software, mobile and zero-footprint solutions. OneSpan helps more than 10,000 customers in 100 countries to secure access, manage identities, verify transactions and protect assets in financial, business, e-commerce, government and healthcare markets.

When it comes to online security, most organisations are looking for the right balance between protection and an optimal user experience. That is why OneSpan has developed an innovative platform with patented security technologies and the strongest encryption.

— **What solutions does OneSpan offer?**

OneSpan offers a series of user-friendly Digipass hardware tokens to secure accounts, transactions and remote access. OneSpan's Authentication Server solutions can be customised

and integrated into any existing application or environment, regardless of operating system and architecture. VASCO's time-based system generates unique passwords that change with each use and is virtually impossible to hack.

— **OneSpan products:**

- ◆ OAS Authentication Bundle subscription
- ◆ Mobile Authenticator apps for smartphone
- ◆ ONESPAN Authentication Server Standard / Gold / Enterprise Edition
- ◆ Digipass hardware Tokens (GO 3, GO 6, GO 7, 260, 270)

— **What are the advantages of OneSpan?**

OneSpan solves the security hole caused by the use of static passwords for user authentication.

A physical device such as a Digipass generates a one-time password that, in combination with a PIN code, allows you to give customers and employees secure access to the network.

The total cost of ownership of the secure OneSpan authentication solutions is also very low, making the technology easy to deploy in a variety of sectors.



ALLIED TELESIS



Allied Telesis, a Kappa Data partner for more than 15 years, has been meeting the needs of the network communication industry for more than 30 years. The company has an extensive portfolio of products and technologies that provide end-to-end networking solutions for critical infrastructure.

Allied Telesis offers solution-oriented products combined with high-quality service and support. Their approach has resulted in a very extensive global clientele in demanding markets.

The Allied Telesis product range includes three switch series. For smaller companies, there are accessible and budget-friendly switches that don't contain more features than you need in such environments. As a result, there is no need to economise on quality.

Larger companies have higher needs resulting in so-called enterprise switches, which can be found in each layer of this type of network (core, distribution/aggregation, edge/access).

— AMF

Management and automation have a heavy impact on the TCO of a large environment. And we have not even mentioned the shortage of manpower to manage everything.

Autonomous Management Framework is an add-on to the Allied Telesis switch portfolio that helps you to configure centrally and simultaneously across multiple devices. It also provides zero touch replacement in the event of a local failure.

— Industry

In addition to office networks, Allied Telesis has also built a series for industrial environments, which brings us straight to the third series. These are resilient devices that can be mounted on both 19" rails and DIN rails. In combination with a wide range of fibre optic components, Allied Telesis is at home in these environments.

**ACCELERATE
YOUR BUSINESS
WITH ROBUST,
FUTURE-FORWARD
SOLUTIONS FROM
ALLIED TELESIS.**

**CONTACT
US**

**KAPPA DATA
HEADQUARTERS**

Grote Steenweg 18
9840 De Pinte
BELGIUM
sales@kappadata.be
+32 (0)9 243 42 10

**KAPPA DATA
THE NETHERLANDS**

Atoomweg 63
3542 AA Utrecht
NETHERLANDS
sales@kappadata.nl
+31 (0) 88 52772 00

