

**Publication :** ITP.net  
**Date :** 09.03.2014  
**Headline :** InfoWatch signs strategic partnership with SCOPE ME

By Stephen McBride  
Published March 9, 2014

**Regional distributor Scope Middle East today announced it has been signed by data loss prevention solutions vendor InfoWatch as distributor for the Middle East region.**

Scope will focus on enterprise and SMB segments and will target industry verticals like banking and finance, government, telecom and oil and gas.



*Kaspersky: The Gulf has witnessed several high-profile data leak incidents in the recent past.*

InfoWatch will extend technical and sales training and certification support to Scope and its channel. InfoWatch and Scope will also engage in joint marketing activities and the newly signed distributor will participate in regional InfoWatch roadshows.

"The Gulf has witnessed several high-profile data leak incidents in the recent past," said Natalya Kaspersky, CEO of InfoWatch Group.

#### COMPANY ARTICLES

A day in the life of Natalya Kaspersky  
InfoWatch and Sophos talk  
BYOD security  
Business' latest weapon: social media monitoring

"InfoWatch's knowledge and work with customers in the region shows the rising interest of company owners and CIOs in DLP solutions as the data leakage situation is getting more critical. As such, we felt the time was right to fuel more efforts [in] the market by establishing co-operation with strong regional partners.

"We already had an ongoing relationship with Scope, supporting them in developing business opportunities by offering an additional layer to their security products. We are now pleased to enter into a full-fledged agreement, since we regard the company as one of the leading IT solution distributors in the Middle East and North Africa region. We are confident that Scope will play a big role in our success in the region."

"Security has today become one of the top priorities for companies in the region, said Fadi AbuEkab, CEO, Scope ME.

"A multi-layered and holistic approach to data protection is required and within this framework DLP has a very important role to play since these solutions are meant for internal security protection while anti-viruses, firewalls and anti-malware are oriented more towards external threats.

"We believe that InfoWatch adds a very strong enterprise-level DLP solution suite to our existing product portfolio and will enrich our ability to provide end-to-end security solutions that address the local market needs. InfoWatch incorporated localisation features in the development of the core product and this local adaptation is a big advantage over other competitive solutions being offered in the region."