



## **Press Release: PGP Corporation Signs New Distribution Partner to Address French and North African Markets**

*Ease of use and maturity of PGP® solutions appeal to resellers looking to protect business-critical applications*

**France, Paris and Menlo Park, CA / 11 May 2010** – PGP Corporation, a global leader in trusted data protection, today announced a new distribution agreement with ConFIG, a value-added distributor specializing in information system security solutions. The agreement will continue to grow PGP Corporation’s presence in France and extend the market-leading encryption solutions into the French-speaking North Africa, including Algeria, Morocco and Tunisia. ConFIG will also develop a training centre for its channel partners in these regions.

A player in the security market since 1981, ConFIG aims to distribute a comprehensive range of solutions that allows resellers and integrators meet the gamut of customers’ security needs. With growing awareness of the hazards of data loss and theft, and email indisputably the predominant form of business communication by which confidential information is often transmitted, ConFIG has witnessed a strong market demand for solutions that protect email communications and secure fixed and mobile clients.

“Encryption is becoming recognised as an essential element of enterprise security today. We selected PGP® solutions for our various markets because of the company’s considerable experience in this area as well as the maturity of its solutions and their proven reliability” commented Soufyane Sassi, CTO at ConFIG. “PGP Corporation is also focused on making encryption accessible to companies of all sizes and as user-friendly as possible, something which is greatly appreciated by our partners and their customers as they do business in increasingly complex environments. We have already won four new customer references since signing the distribution agreement in December, showing a clear growth in demand for these types of solutions.”

PGP Corporation’s standards-based encryption solutions enable organizations in both the public and private sector to protect and manage data throughout its lifecycle, from creation through archive, and in all forms - emails, hard disk, networked/stored and batch transfer data. They also safeguard sensitive and confidential information stored on a myriad of mobile devices such as laptops, smartphones and removable media such as USB drives. No other company offers such a complete, fully integrated and extensible solution which also reduces policy and key management thanks to a central administration platform.

“PGP® solutions are designed to meet the requirements of the modern, mobile business whose information flow is its heartbeat. This data is typically spread across devices, locations and users, and needs to be protected equally in all places,” said Jean-Charles Barbou, sales director of PGP Corporation, France and Southern Europe. “The breadth of PGP® solutions coupled with ConFIG’s extensive experience in the security market and understanding of the needs of its channel partners and their customers will help strengthen our joint foothold in the French and North-African markets. We look forward to a very successful 2010 with our teams working closely together.”

### **About ConFIG**

Founded in 1981, ConFIG is a value added distributor for VARs and systems integrators offering consultancy, sales and marketing expertise for IT security solutions. With headquarters in Paris, France, ConFIG has 40 employees and branches in Switzerland, Morocco, Tunisia and Algeria. Main brands distributed : Aladdin, Arbor Networks, Aruba, BakBone, Blue Coat, Bull, Celestix, ExaGrid, McAfee, NComputing, Netasq, Trend Micro et Websense. For further information, please visit the ConFIG website at <http://www.config.fr>

### **About PGP Corporation**

PGP Corporation is a global leader in email and data encryption software. Based on a unified key management and policy infrastructure, the PGP® Encryption Platform offers the broadest set of integrated applications for enterprise data security. PGP® platform-enabled applications allow organizations to meet current needs and expand as security requirements evolve for email, laptops, desktops, instant messaging, smartphones, network storage, file transfers, automated processes, and backups.

PGP® solutions are used by more than 110,000 enterprises, businesses, and governments worldwide, including 87 percent of the Fortune® 100, 73 percent of the Fortune® Global 100, 80 percent of the German DAX index, and 60 percent of the U.K. FTSE 100 Index. As a result, PGP Corporation has earned a global reputation for innovative, standards-based, and trusted solutions. PGP solutions help protect confidential information, secure customer data, achieve regulatory and audit compliance, and safeguard companies' brands and reputations. Contact PGP Corporation at [www.pgp.com](http://www.pgp.com).