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## In brief

**Check Point to extend security software customer base**

Check Point is hoping to increase the number of small and medium-sized businesses using its security software through a product line aimed at SoHos, SMEs and remote and branch offices.

**Maintenance offerings from Perle Systems**

Networking vendor Perle Systems has launched three maintenance packages which will be sold through its distribution channel. The packages offer same-day shipment of replacement parts, 24/7 onsite repair services and working week repair services.

**PCWB to stock NetPilot range**

Equinet has signed a deal to sell its NetPilot range of secure server appliances through PC World Business. Equinet sales director Nick Morse said the relationship with the Dixons Stores owned group was a "natural fit" for the company.

**Doubts over e-commerce**

## Entuity seeks SMEs as channel partners

By Dominic Hall

**N**etwork management group Entuity is on a drive to add more partners to its UK channel model and has set its sights specifically on the SME sector.

The group recently recruited industry veteran Stephen Davids — who has previously worked at Cable & Wireless and Azlan — as head of channel marketing.

Davids told *MicroScope* the four-year-old company had previously "neglected" indirect sales in the UK and Europe, but had now identified the channel as the most effective route to market.

He added the group had reseller agreements in place with six UK-based groups, including Morse, IBM Global Services and Abilitech, but was seeking to attract companies

further down the food chain.

"We're after companies, either young or small, that will give this focus and already have a strong level of success on the hardware side, but lack professional services expertise," said Davids.

He revealed Entuity was hoping to add five or six resellers to its channel by the middle of the year.

But are resellers operating in the networking market open to offers?

Paul Caudell, managing director at Surrey-based networking group Netwise Systems, said it was difficult for resellers and systems integrators to sift the right opportunities from the pile.

"Our focus is on secure and remote networking infrastructure



**Stephen Davids, Entuity:** The group has identified the channel as the most effective route to market

— if it fits with that, we'll consider it, but more than anything else we go on customer demand.

We sometimes do speculative things [with new products], but it is difficult," he added.