

# ARN

## Chillisoft brings in USB security with CoSoSys

### Niche security distributor sees an opportunity to offer something new to resellers with a SOHO-focused solution

Matthew Sainsbury 27 February, 2009 11:11:00

Niche distributor, Chillisoft, will bring European security vendor, CoSoSys, to Australia and New Zealand.

CoSoSys produces endpoint security and data loss prevention (DLP) solutions ranging from personal Outlook profile back up and synchronisation for home (SOHO) users through to endpoint data security leakage via USB portable devices for business customers.

Chillisoft director, Geoff Cossey, said the distributor found CoSoSys solutions an interesting offering that could add value to its network of resellers.

“The use of removable media devices, such as USB memory keys, has seen a big growth in use, which makes this product very relevant,” Cossey said. “This is very much a reseller channel product, so we’ll be doing a bit of PR around it, but the main goal will be to push it through our reseller network.”

CoSoSys had no presence in Australia, previously, Cossey said.

“They seem to be in the early stages of developing a global distribution strategy. We don’t have anything else at the lower end of the market like it – there are some enterprise solutions but I’ve not seen anything for individuals like this,” he said.

Chillisoft has six vendors on its books, although it represents some solely in New Zealand.

“We don’t want to be a software warehouse,” Cossey said. “We’re more interested in making a small core group of vendors successful.”

Chillisoft has been enjoying a period of growth. Deloitte has listed it on the fast 500 for three years in a row.



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