

PRESS RELEASE - FINAL

OPAQ Networks Pivots to 100 Percent Channel Sales Model With New Partner Program

Network Security Cloud Platform Enables Partners to Provide Security-as-a-Service to Midsize Enterprises

HERNDON, Va. – Jan. 4, 2018 - [OPAQ Networks](#), the network security cloud company, today announced a 100 percent channel sales model and launched its Channel Partner Program, which enables service providers to deliver best-of-breed network security previously out-of-reach to midsize enterprises. All without any capital investments in hardware or software.

Managed services providers (MSP) and managed security services providers (MSSP) are supporting midsize enterprise customers in their efforts to cost-effectively combat increasingly sophisticated cyber-attacks with limited technical resources. According to research firm [MarketsandMarkets](#), the Security-as-a-Service market size is estimated to grow from USD 3.12 Billion in 2015 to USD 8.52 Billion by 2020, at a Compound Annual Growth Rate (CAGR) of 22.2%.

“Security is a top priority for our midsize customers, but the enterprise-grade protection they really need has been out of their reach because of its cost and complexity,” said Tom Turkot, Vice President, Client Solutions for Arlington Computer Products. “The OPAQ Cloud is a game changer. It allows us to make robust network security accessible to our midsize customers in a very simple and flexible way.”

The OPAQ Cloud combines next generation network security, application and SaaS firewall, web application firewall, DDoS mitigation and software-defined segmentation capabilities. It enables partners to deliver end-to-end network security across distributed infrastructures -- including data centers, branch offices, mobile and remote workers, and IoT devices. OPAQ allows value added resellers (VAR) and service providers to profitably scale their business by eliminating hardware/software investments and onsite service calls through centralized provisioning, configuration and management of security services from a web-based portal.

“Security is the next hyper growth market opportunity for the channel, but traditional hardware and software models are both capital intensive and complex to deploy and manage,” said Ken Ammon, Chief Strategy Officer for OPAQ Networks. “Our cloud-based platform eliminates these roadblocks for partners, and makes becoming a security services provider a simple online provisioning, configuration and management exercise.”

Program Highlights

The OPAQ Channel Partner Program includes a comprehensive set of go-to-market support, financial incentive and training resources. It is designed to empower partners to profitably deliver the industry’s leading network security-as-a-service solution to midsize enterprise customers. The program is backed by dedicated sales and support teams, and includes:

- Rapid onboarding

- Deal registration
- Superior margins
- Market development funding

For more information and to apply for the OPAQ Channel Partner Program visit:

<https://opaqnetworks.com/partner-program>.

About OPAQ Networks

OPAQ Networks is the premier network security cloud company that enables service providers to deliver security-as-a-service to midsize enterprise customers. With OPAQ's cloud-based security management platform and private networking backbone, service providers can deliver best-of-breed network security and centrally manage and enforce policies through a single interface. OPAQ empowers its partners to instantly grow their revenue, margins and establish a competitive advantage while eliminating the complexity and costs of managing multiple security products from different vendors. Based in Northern Virginia, OPAQ is privately held and is funded by Columbia Capital, Harmony Partners, and Zero-G, Inc. To learn more, visit www.opaqnetworks.com.

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