

Westcon-Comztek to distribute F5 in SA

Local distributor Westcon-Comztek has announced that it has signed an agreement to distribute F5 application delivery and security solutions in South Africa. The F5 solutions portfolio extends across the entire network and into the data centre. F5 is focused on enabling fast, secure and available application delivery to large enterprises and services providers.

"Leveraging our global distribution contract with Westcon, we have recently completed the relevant F5 sales enablement training and put the proper processes in place for Westcon-Comztek to effectively start providing value to our local channel. With the appointment of Westcon-Comztek we believe we can aggressively grow the regional reseller base around our technologies," said Cary de Sousa, major account manager of F5 South Africa.

"We are also particularly excited about the prospect of working with the Westcon-Comztek security practice as they have an excellent reputation, a proven track record and a brand of value-added distribution that we believe will be extremely beneficial in further developing the local channel," added De Sousa.

According to De Sousa, F5 has high standards for its distributors where training and channel development are concerned. The company's solutions will be distributed out of the Westcon Security Solutions - Data business practice, a division that prides itself on its in-house technical skills, training capabilities and value-added services that are designed to assist resellers throughout the sales cycle.

Deliver to anyone, anywhere, at any time

F5 helps organisations seamlessly scale cloud, data centre, and software defined networking (SDN) deployments to deliver applications successfully to anyone, anywhere, at any time.

"The F5 suite of solutions will provide Westcon Security's resellers with a critical link needed to help secure and deliver applications across the firewall and into the data centre. We are excited about the growth prospect this partnership holds, not only for us as Westcon-Comztek, but also for our resellers who are today increasingly working with larger application workloads being placed on the data centre as well as growth in virtualised architectures and cloud solutions," ended Andrew Potgieter, business practice director of Westcon Security Solutions - Data.