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Ömsköldsvik, Sweden, 01 December, 2020. Clavister, a leader in high performance cybersecurity solutions, announces the channel cooperation with value added distributor (VAD) 8Soft who completes their portfolio offering by adding high performance cybersecurity solutions from Clavister.

"We are very pleased to join the Clavister family and add their solutions to our reseller network and in turn end-customers," says Olaf Gürtler, Business Development Manager at 8Soft. The addition of highly robust cybersecurity solutions to the portfolio is not only part of the growth strategy of our VAD, but also of the Swedish manufacturer on their ambition to be the Leading European Cybersecurity Vendor. "Through the partnership we gain more range and brand awareness in the German market and aim for sustainable growth through 8Soft's excellent distribution network," says Thomas Gross, Sales Director of Clavister Germany. "We were looking for a new distributor for the DACH region, especially to make our offerings in the area of virtual firewalls for secure sd-wan, multifactor authentication and elastic cloud security available to a broader partner base."

Sebastian Scheuring, 8Soft Managing Director, also sees a large potential in the partnership. "With Clavister's Next-Gen Firewall, we are adding a perimeter solution to our product range that is very well suited for our medium-sized clientele, that is MSSP-capable and offers our resellers an even broader spectrum for the best possible protection of their customers."

The innovative Clavister solutions fit very well into the 8Soft partner landscape, thinks Gürtler, and that they will bring many opportunities to win new partners. The 8Soft team is convinced that resellers will also appreciate the added value that Clavister offers, namely in the area of high performance and growing solutions, an outstanding price-performance ratio, a partner program with real added value, a simple service model, managed services and one that's 100% channel focussed.

As a European manufacturer, Clavister fits perfectly into the list of other manufacturers whose solutions the distributor sells. All in all, it sounds like a good match: Both companies live the channel; focus on close, personal cooperation with partners and offer extensive professional advice and technical support. Thomas Gross comments, "We decided to cooperate with 8Soft because everything simply fits together: market orientation, experience with focus on IT security and the great team. I am very much looking forward to a successful cooperation!"

To find out more about our channel programme, read [here](#)

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About Clavister

Clavister is a leading European cybersecurity vendor with over 20 years of experience. Seated in Sweden, the company has customers—communication service providers, governments, enterprises and managed security service providers (MSSPs)—in more than 150 countries. Clavister provides unique security solutions to protect their digital assets and secure business continuity. The stock, Clavister Holding AB, is listed at Nasdaq First North, Growth Markets. FNCA Sweden AB is the Company's Certified Advisor (+46 8-528 00 399, e-mail: info@fnca.se). <https://www.clavister.com>

About 8Soft

8Soft is a value added distributor focused on cybersecurity solutions. The portfolio consists of explicitly selected solutions that have passed the 8Soft practical test. Under the motto: "IT Security, that's us." the 8Soft team maintains a very close relationship with its resellers. - Fixed contact persons, partner program, MDF funds, but also a network of resellers among each other are a matter of course at 8Soft. 8Soft GmbH is a 100% subsidiary of the system house bitbone AG in Würzburg. In 2008, it was spun off as an independent company from the bitbone distribution division, which had been in existence for five years.

<https://www.8soft.de>