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Thales extends distribution of data security solutions with Arrow

Meeting growing demand for encryption and other data security technologies as organizations embrace digital transformation and compliance requirements across Europe

Cambridge, UK – May 17, 2018 – Thales, a leader in critical information systems, cybersecurity and data security, announces that it has extended its distribution agreement with global technology provider Arrow Electronics, to bring its advanced data security solutions and services to more territories across the Europe Middle East and Africa (EMEA) region.

Click to Tweet: .@ArrowGlobal and @Thalesesecurity extend distribution agreement to meet data security and #encryption needs across Europe Middle East and Africa http://bit.ly/2G3JFoa

A specialist in security, Arrow is the only technology provider in the UK and Ireland to bring Thales products to the channel, and this extended agreement will see the two companies pursue market opportunities across EMEA. Thales and Arrow will leverage the ArrowSphere cloud platform for "as-a-service" capabilities to collaborate with complementary technology companies, focusing on addressing key market concerns around areas such as GDPR, the Internet of Things (IoT) and the cloud.

Scott Kemish, Channel Director, Europe, Middle East, Africa at Thales eSecurity says:
"With the EU General Data Protection Regulation (GDPR) coming into force in May this year, and with high-profile data breaches continuing to make the headlines, the issue of data privacy has never been higher on the agenda of businesses across Europe. As a result, we're seeing rapidly growing demand for our data security products throughout the region. Arrow's wide network of channel customers across EMEA makes them well positioned to meet this demand, by integrating our data security solutions into their enterprise security offering."

One of the biggest drivers and enablers of digital transformation is the widespread enterprise adoption of cloud computing. As the number of organizations adopting the cloud increases, security concerns still remain as organizations lose visibility into how their data is protected and lose control over how their infrastructure is built. This, coupled with the fact that the vast majority of organizations operate in multi-cloud environments, can make deploying and

managing data security policies and encryption keys that secure cloud applications and data a challenge. Thales provides extensive support of cloud environments and data security technologies for multi-cloud data security, ranging from advanced Bring Your Own Encryption (BYOE) to simplifying the management of cloud Bring Your Own Keys (BYOK), allowing organizations to satisfy compliance requirements and gain greater control of sensitive data in the leading cloud service provider platforms from Amazon Web Services (AWS), Google, Microsoft and Salesforce.

Arrow is a distributor for Thales's line of hardware security modules (HSMs) as well as its Vormetric Data Security Platform. Thales nShield HSMs provide a secure environment for cryptographic processing, key generation and protection and encryption. The Vormetric Data Security Platform is data security solution composed of several products for securing sensitive data across servers spanning data centers, clouds, big data and container environments.

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About Thales eSecurity
Thales eSecurity is the leader in advanced data security solutions and services that deliver trust wherever information is created, shared or stored. We ensure that the data belonging to companies and government entities is both secure and trusted in any environment – on-premises, in the cloud, in data centres or big data environments – without sacrificing business agility. Security doesn't just reduce risk, it's an enabler of the digital initiatives that now permeate our daily lives – digital money, e-identities, healthcare, connected cars and, with the internet of things (IoT), even household devices. Thales provides everything an organisation needs to protect and manage its data, identities and intellectual property, and meet regulatory compliance – through encryption, advanced key management, tokenisation, and privileged-user control and high-assurance solutions. Security professionals around the globe rely on Thales to confidently accelerate their organisation's digital transformation. Thales eSecurity is part of Thales Group.

About Thales
The people we all rely on to make the world go round – they rely on Thales. Our customers come to us with big ambitions: to make life better, to keep us safer. Combining a unique diversity of expertise, talents and cultures, our architects design and deliver extraordinary high technology solutions. Solutions that make tomorrow possible, today. From the bottom of the oceans to the depth of space and cyberspace, we help our customers think smarter and act faster – mastering ever greater complexity and every decisive moment along the way. With 65,000 employees in 56 countries, Thales reported sales of €15.8 billion in 2017.

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