

## **For Immediate release**

### **ABSEC PARTNERS WITH COUNTERSNIPE TO BRING INTELLIGENT ENTERPRISE THREAT MANAGEMENT SYSTEMS TO NORWAY-BASED ENTERPRISES**

**Boston, May 2006: Absec AS**, a Norway-based value-added reseller of IT security products, today announced that it will partner with US-based CounterSnipe, experts in strategic security, to resell CounterSnipe SAK™ based IDS/IPS appliances in the Nordic region.

The move creates exciting opportunities for Absec's Norway-based resellers and integrators. Through them, CIOs, CISOs and security managers can now combine award-winning network security software with 24 x 7 expert sales and customer service locally. Absec's channel partners will bring these solutions to large organisations in a variety of industries, such as defence and government, healthcare and insurance, energy and utilities, financial services and the IT, Internet, and telecommunications industries.

CounterSnipe recognised that any company's vulnerabilities and ever increasing threats far outweigh its resources to plug the holes and manage the responses to those threats. CounterSnipe created an Enterprise Threat Management system that allows corporations to automatically identify network vulnerabilities, threats and accurate alerting processes. CounterSnipe ETM system helps IT departments identify threats and prioritise responses, thus protecting organization's most important assets from real threats and quantify return on security investments.

"Strategically aligning with aggressive partners that have deep domain expertise supports CounterSnipe's commitment to exceed customer expectations and to provide the best possible technology, service and tech support available today," said Amar Rathore, CounterSnipe VP of International Sales. "Partnering with Absec for the provision of 24 x 7 local tech support and value-added services will ensure that the local expertise and resources are always available to our European customers, who have come to expect the best."

Security breaches cost organisations millions of pounds and Euros in financial losses each year. Attacks like the Code Red, Blaster and SoBig worms can exploit thousands of network, operating system and application-related vulnerabilities. Since 15 to 20 new vulnerabilities are identified each day, it is impossible for global IT departments to protect all assets equally. "Our customers want to know not only what the current threats are, but also what the risk is to their company's assets. They value knowing exactly which vulnerable assets are likely to be most effected by any attack enabling them to decide what should be fixed, in what priority, how, and by what date," said Roland Turner, CounterSnipe CTO.

"Partnering with CounterSnipe ensures that we continue with our strategy to resell high end security products providing the best in network and infrastructure protection" said Rune A. Harden, Managing Director at Absec. "In the last six months, we've experienced a three-fold jump in demand for intelligent security solutions that ensure protection of critical information assets, largely because IT departments simply have too much information to process, not enough time or resources, and the number and severity of attacks are on the rise. Now we offer large and growing organisations a scalable, proactive and intelligent threat management system from CounterSnipe, which is internationally renowned for its network security and technological expertise," added Harden.

Absec has joined the CounterSnipe Strategic Partners program, which entails extending the breadth of the company's enterprise-class security software. Strategic Partners work closely with CounterSnipe executives and business development teams to build strategic security solutions that meet current and evolving enterprise security needs such as fulfilling industry-specific

compliance regulations, ensuring business continuity, and implementing a proactive network security that handles threat discovery through remediation.

### **About CounterSnipe**

CounterSnipe Technologies, experts in strategic security, offers a unique combination of software, services, and training to help organizations continuously and measurably protect the most important assets from the most critical threats. Through a strategic approach to security, the company identifies and implements the right balance of technology, people and process to manage digital risk and leverage security investments more effectively. By combining asset discovery, vulnerability scanning and IDS/IPS attack data CounterSnipe offers one of the most comprehensive Enterprise Threat Management systems on the market. For more information about CounterSnipe, visit [www.CounterSnipe.com](http://www.CounterSnipe.com)

### **About Absec AS**

Absec AS is a Norwegian IT security provider. The company resells high end security products and solutions for best network protection and infrastructure security. With a large database of customers, ranging from SMEs to Internationally renowned corporate organisations, the company takes pride in building close working relationships with its customers by understanding and properly serving their IT security requirements.

By combining a complete spectrum of technologies with the best available educational programs and support services, the company hopes to continue its planned growth while maintaining a respectable customer base. More information on the company is available from [www.absec.no](http://www.absec.no)

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