

New partnership between Interwork and Congruity opens the door for resellers to drive more revenue

Congruity's Threat Inspector software product complements virtually all existing network security products

Ottawa, Ontario, Canada, April 6, 2008—Interwork Technologies, a value-added distributor of voice and security solutions, and Congruity Technologies, an innovative security software company, have announced a joint partnership to provide the North American reseller channel with tools to help companies improve the way they approach information security and network management. Threat Inspector, Congruity's comprehensive risk assessment and reporting tool, is the most cost-effective product through which a company can acquire the data it needs to proactively:

- Ensure data and system security and confidentiality.
- Reduce risk.
- Improve operations, budgeting, and planning.
- Turn an event management into a management event.
- Manage its network to align with company objectives.

Interwork, which has a thorough understanding of the security market and the opportunities for reseller partners, is confident that Congruity Technologies' offerings will provide Interwork's security VARs with incremental sales and services revenue opportunities. Not only does Threat Inspector allow resellers to complement virtually every network security product they sell, but the product also enables resellers to engage decision makers with pointed questions that create discussions about the heart of most companies' challenges, including technology complexity, stakeholder exposure and responsibility, limited resources, regulatory compliance, and technology return on investment (ROI).

"This is a new offering and there's nothing else like it on the market," says Scott Smith, president and CEO of Congruity Technologies. "Threat Inspector gives resellers the opportunity to pitch something brand new, and it's a low-cost engagement opportunity. For example, for a minimal investment, a reseller can install Threat Inspector at a client site, run it over the weekend and generate extremely valuable documentation and information that the reseller can use to engage with and sell to the company's decision makers." Additionally, Threat Inspector supports resellers' service delivery efforts. Congruity is currently designing a certification program that will enable resellers to provide value-added services and help customers migrate from a reactive to a proactive network security and management approach.

Both Interwork and Congruity are excited about their new partnership and the benefits it will provide to resellers. "Our partnership with Congruity provides resellers with an affordable, easy-to-use security reporting solution for audits and compliance" says Tim Larocque, director of business development for Interwork. "With Threat Inspector, any business can receive enterprise-class security reporting and expert analysis at a fraction of the cost when compared to traditional offerings".

"Congruity sees its relationship with Interwork as a win-win opportunity," explains Smith. "Threat Inspector plugs in nicely to Interwork's portfolio of offerings and gives Interwork's resellers the ability to sell a full solution suite to customers—while helping us get Threat Inspector into the marketplace."

About Interwork Technologies

As a value-added distributor (VAD) of voice and security solutions, Interwork is unmatched in its ability to provide intelligent solutions composed of the very best in complementary technologies. With more than 16 years of experience as a VAD and partner, Interwork offers extensive knowledge in the highly specialized business IP niche market that creates an unprecedented competitive advantage for vendor and reseller partners. Interwork proactively provides its channel partners with world-class sales support, technical services, sales and product training, and marketing—encompassing the entire breadth of its vendor solutions. For more information about Interwork Technologies, <http://www.interwork.com>.

About Congruity Technologies

A self-funded company, Congruity Technologies offers an easy to use, affordable, scalable, and comprehensive software tool that helps companies of all sizes gather the information they need to centrally inspect, report, and remediate network security, compliance, and IT support issues. Threat Inspector software is currently installed at banks, manufacturers, pharmaceutical companies, school districts, technology firms, law offices, medical facilities, and government agencies across North America. For more information about Threat Inspector and Congruity Technologies, please visit <http://www.congruitytech.com>.

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