



## **IBM Expands its Channel to Bring Enterprise-Class Pre-emptive Security Offerings to Hong Kong Businesses**

*Partnering with ACW Distribution to extend availability of IBM's easy-to-deploy hardware and software security solutions*



**HONG KONG, May 13, 2008** – IBM China/Hong Kong Limited (NYSE:IBM) today announced that it has signed an agreement with ACW Distribution, a value-added distributor of leading enterprise solutions in Asia-Pacific, to sell the complete portfolio of IBM's Internet Security Systems (ISS) hardware and software products. The deal increases availability of IBM's comprehensive portfolio of pre-emptive security offerings through ACW Distribution's network of more than 600 trained and certified channel partners.

Backed by IBM's X-Force research and development team, the IBM ISS offerings address the increasingly severe security vulnerabilities that businesses face today. According to IBM ISS X-Force 2007 Trend Statistics published in January this year, nearly 90 percent of vulnerabilities can be remotely exploited, making tactical, reactive security point solutions insufficient to protect an organization. IBM ISS' easy-to-deploy solutions provide Hong Kong businesses with a multilayered approach to pre-emptive security for critical business processes, reducing risk and helping them address compliance requirements.

"As Hong Kong companies grow their businesses to tap into new markets and opportunities, they open themselves up to greater threats," said Tony Fung, Executive, Service Product Group & Solutions,

Global Technology Services, IBM China/Hong Kong Limited. “Our agreement with ACW Distribution broadens our ISS platform reach to many more businesses ranging from enterprises to SMEs, enabling them to tap into IBM X-Force’s deep experience to stop attacks and threats before they happen, while freeing up scarce IT resources.”

In addition to boosting protection to prevent malicious attacks and security breaches through intrusion prevention and vulnerability management, the IBM ISS portfolio offers a single, integrated platform to protect customers against common threats such as virus, worm, trojan, spam and spyware at affordable prices. With a view into every layer of the network and the ability to correlate and integrate multiple data sources, companies can reduce complexity and minimize IT burden.

“We are pleased to work with IBM to expand availability of IBM ISS solutions to Hong Kong businesses,” said Andy Lau, Director, ACW Distribution. “With years’ of experience in distributing ISS hardware and software products, we have the best level of knowledge and expertise required to drive adoption of these solutions through our strong reseller network.”

Formally became an IBM Business Partner, ACW Distribution will provide first line customer service support and installation service for its customers.

### **About IBM**

For more information about IBM Hong Kong, go to: [www.ibm.com/hk](http://www.ibm.com/hk)

For the full IBM ISS X-Force 2007 Trend Statistics Report, please access:

[www.iss.net/documents/literature/x-force\\_2007\\_trend\\_statistics\\_report.pdf](http://www.iss.net/documents/literature/x-force_2007_trend_statistics_report.pdf)

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