

## Press Release

# Security for Industry 4.0: secunet and Tech Data sign distribution agreement

**[Essen/Munich, Germany, 28 June 2021]** secunet, Germany's leading cybersecurity company, and Tech Data, one of the world's leading IT distributors, have entered into a cooperation agreement. The focus is on the solution secunet edge, which enables secure digitization, networking and automation in the Industrial Internet of Things (IIoT) and in edge computing. This enables companies to exploit the enormous potential of Industry 4.0 while minimizing security risks.

With this contract, Tech Data is further expanding its extensive portfolio of IT security solutions in its "Advanced Solutions" unit, adding IIoT security. System integrators and sales partners of Tech Data can now offer their customers tailored IIoT solutions based on secunet edge and thus drive the digital transformation in industry and critical infrastructures.

secunet edge connects plants, machines, actuators and sensors efficiently, conveniently and securely to internal and external digital infrastructures, cloud services and IoT platforms. It doesn't matter whether these are current or legacy industrial components. Operators are thus also well positioned for future requirements.

Like a protective shell, secunet edge wraps itself around systems and shields them from threats. IT and OT (operational technology) can grow together securely. The solution operates at the edge of the network, where it can also function as an edge computing platform that runs applications and processes machine data. The complete solution, developed and manufactured in Germany, uses versatile appliances based on industrial PCs, is scalable as required and can be administered centrally.



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"In the industrial environment, we are increasingly relying on indirect sales," says Axel Deininger, CEO of secunet. "In Tech Data, we have gained a strong partner for this. Tech Data's sales expertise and excellent market position ideally complement secunet's technological expertise in the field of Industry 4.0."

Ralf Stadler, Director of the Security, Mobility & IoT Business Unit at Tech Data DACH, on the new contract: "I am very pleased about the conclusion of the contract with secunet, with which we can now offer our sales partners in the industrial sector security solutions even more concretely. secunet has proven in many projects that they can set up and implement resilient, secure digital infrastructures. A perfect complement in my eyes also for our Datech Solutions partners, who address many customers in the Industry 4.0 segment."

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### secunet – Protecting Digital Infrastructures

In an increasingly networked world, Germany's leading cyber security company, secunet offers a combination of products and consulting services, robust digital infrastructures and the highest level of security for data, applications and digital identities. secunet specializes in areas with unique security requirements, like the cloud, IIoT, eGovernment and eHealth. With secunet's security solutions, companies can comply with the highest security standards in digitization projects and advance their digital transformation.

More than 700 experts strengthen the digital sovereignty of governments, businesses and society. secunet's customers include German federal ministries, national and international organizations and more than 20 DAX-listed corporations. The company was established in 1997, is listed in the Prime Standard segment of the Frankfurt Stock Exchange and generated revenues of around 285 million euros in 2020.

secunet is IT security partner of the Federal Republic of Germany and a partner of the Alliance for Cyber Security.

Further information can be found at [www.secunet.com](http://www.secunet.com)



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### About Tech Data

Tech Data connects the world through technology. Our end-to-end portfolio of products, services and solutions, along with our specialized capabilities and deep expertise in next-generation technologies, help channel partners deliver the products and solutions that enable connectivity, growth and progress. Tech Data ranks 90th on the Fortune 500® list and has been on Fortune's "World's Most Admired Companies" list for 11 consecutive years.

For more information, visit [www.techdata.com](http://www.techdata.com) and <https://de.techdata.com> or the blog at <http://de.techdata.com/blog>.

