

Winnipeg's homegrown Securis makes waves in Canada's security market

Recently recognized by CDN as one of Canada's top 5 solution providers to watch in 2010, Securis offers Canadian organizations risk management solutions that assess and protect the privacy of their end-user's information as well as the availability, integrity and confidentiality of their business services. Providing consultative audit and forensic services, 24/7 managed IT security monitoring services and enterprise security training, Securis aims to lead this market space by developing cutting edge technologies for the information security space from their research lab in Winnipeg.

Karen Kabel, Securis' Security Technology Consultant, recently answered Tech Times' questions on the security industry in Canada, as well as their strategy for using Tech Data's TechSelect program to expand their reach across Canada.

What is the state of IT security in Canada today?

Information security is one of the most misunderstood components of risk management within Canadian businesses today. For too long, IT has been the bottom up driver for information security initiatives while the true requirements, budgets and risk ownership have been poorly understood, articulated and managed from organizational business audiences. As the complexity of IT services and architectures continues to grow, a new approach to managing information security throughout the business is required to enable businesses appropriately. IT vendors are key enablers for effective information security, but market leaders will focus on the business

...continued on page 20



Founded in 1999 by Michael Legary, Securis services such vertical markets as healthcare, gaming, and government institutions.



Karen Kabel, Securis's security technology consultant is also a member of TechSelect's Advisory Council.



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What is your most common challenge as a security solution provider?

Educating organizations regarding the true value and enablement information security offers is a critical challenge we face in the market today. Opening business audiences up to discussions regarding how information security enables faster time-to-market and enhanced constituent services rather than traditional conversations of availability, integrity and confidentiality is often a long process. But, if we can show how their business can see operational or strategic gains through data loss prevention or secure virtualized end-point solutions, clients become more receptive to moving forward with a solution.

What role do manufacturers play in this education process?

Manufacturers have a significant role to play – especially as a partner. A true partnership consists of account planning, joint marketing and working as a team to build the customer's confidence and satisfaction in the solutions we can provide them.

As a reseller, we do face some challenges because vendor channel programs often focus on implementation of the solution suite; when clients have existing competitive or legacy solutions in place. But vendors who have more readily available marketing materials outlining how their solution can integrate and transition over time, while still supporting some of the IT choices an

end-user has already made, has a tremendous amount of impact from a sales perspective.

IT vendors are key enablers for effective information security, but market leaders will focus on the business enablement rather than IT and asset protection through information security.

What are some of the goals for your organization over the next five years?

Securis is focused on continuing our expansion efforts and enhancing the enterprise class information security offerings we sell. Building and maintaining relationships with vendors who understand the strategic roadmap of information security and the relation to business and IT within Canadian enterprise is key to our ongoing success. Our current research and development roadmap includes

several objectives within the SaaS and cloud spaces as well as a new suite of virtualized environment security services which are being offered this year. Most importantly, growing client awareness regarding appropriate, survivable approaches to information security management is critical to our long term success.

What role does the TechSelect program play in these efforts to expand and enhance your business?

The TechSelect program provides an opportunity to network with peers in the information technology industry, building business relationships that not only help us support our clients in a more strategic manner but create new revenue streams beyond our core competencies. On a daily basis, the TechSelect program has helped to provide us with qualified sales leads and business development opportunities.

What is your outlook for 2010?

The market is recovering quickly and Securis has been focused on new growth across Canada. We have released three new services for 2010, including Managed Vulnerability Assessment, Forensic and Risk Assessment services and we are looking forward to releasing our Cloud based log management and security monitoring service later this year.

To learn more about Securis go to www.securis.com.

To learn more about the TechSelect program in Canada, go to www.techselect.ca.