

## **Ultra Electronics AEP signs a master Value Added Reseller (VAR) agreement with Connect I.T. Solutions to strengthen Channel Programme**

*AEPs' integrated networking and security products to be sold and supported throughout the North America by Connect I.T. Solutions*

Loudwater, UK. - January x, 2014 Ultra Electronics AEP, today announced that it has signed a new VAR contract with Connect I.T. Solutions, the specialist IT Security, which it has appointed as its North American distributor for the full range of Ultra Communicate, Ultra Encrypt and Ultra Safe products. With this agreement, Connect I.T. Solutions will focus on building the vendor's channel presence with its existing reseller base as well as building new partnerships to drive business in the North American region. The agreement is part of AEP's new focus on strengthening its channel business with a clear two-tier model, with the objective of delivering a consistently high level of service to partners, backed up by the specialist expertise, marketing support and channel relationships of Connect I.T. Solutions.

Connect I.T. Solutions will focus on delivering its partner programme, managing deal registration and ensuring partners retain good margins through which they can grow their business with Public Sector (Government, Councils and 'Blue Light' ) and Enterprise users. A key objective is to increase AEP's channel base and Connect I.T. Solutions's dedicated AEP solution team will provide the skills and specialist expertise required to support partners, from pre-sales to architectural design. AEP will work with the VAR to drive growth for its market-leading products, designed to meet the challenges of secure mobile working; the Ultra Encrypt and Ultra Safe product ranges includes the CAPS approved IL3 and IL4 Net and X-Kryptor IPsec VPN's, as well as the FIPS approved Hardware Security Modules (HSM).

### **About Connect I.T. Solutions**

Connect IT Solutions, Inc., provides information technology solutions that are focused on the networking needs of enterprises class companies. Our staff has decades of experience designing, providing, implementing, and managing enterprise communication networks. This experience, coupled with a broad knowledge of products and technologies, allows us to offer our customers and channel partners a variety of objective solutions to meet their needs.

For more information please visit [www.citsus.com](http://www.citsus.com)

### **About Ultra Electronics AEP**

AEP provides trusted security everywhere and develops the highest grade security and communication technologies, securing data regardless of device, environment or location, tested and accredited to industry security standards, including FIPS 140-2 Level 4 and CAPS to IL3/IL4. Trusted by businesses, governments and the defence sector, its extensive portfolio of products and solutions protect the integrity of very sensitive data and are extremely reliable, survivable and resilient. AEP is a business unit of Ultra Electronics an internationally successful security, defence and aerospace company with a long, consistent track record of development and growth. Ultra businesses constantly innovate to create solutions to customer requirements that are different from, and better than competitors

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