



KAON NOW WEBSPY'S AGENT

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Kate Palmer, Auckland

Moving from a position as an unofficial reseller of Webspy products, Kaon Technologies has been appointed sole New Zealand distributor.

Perth-based Webspy develops internet monitoring and management software, along with asset management products for the oil and gas industries.

Tony Krzyzewski, Kaon managing director, says the company had a good response from customers to the Webspy products.

"We've been getting a lot of interest and Webspy fits well into our existing suite. They have a fairly high-end internet protocol product but it also works well in the small to medium market," he says.

Kaon specialises in the information security market and supplies products for network infrastructure, security and management.

Krzyzewski says he is delighted to have come this far and is looking forward to working with the local reseller channel to incorporate Webspy's products with their own solutions.

"With the increased interest and revenue from Webspy's products we feel it's a natural progression in improving and developing our relationship."

Webspy CEO Jack Andrys says he has every confidence that the working relationship with Kaon will go from strength to strength.

He says Webspy products are designed to businesses manage how employees use the internet through responsible, unobtrusive monitoring and reporting.

Kaon also distributes products from Borderware, Kavado and Websense as well as providing a range of consulting services across the country.

"We're based in Auckland – along with many airline seats. At the moment we're looking to recruit one very good technical person," says Krzyzewski.

He says he is also actively looking for Webspy resellers - particularly those already selling Windows solutions.

"I've found Webspy to be very responsive and, as they're based in Perth, we're closer to the action in Sydney than they are."

Full article:

<http://reseller.co.nz/news.nsf/UNID/0B8C63586D2882C2CC256FCD0012E96A?OpenDocument>