



## Varonis names Intalock as its first Certified Delivery Partner in ANZ

*Intalock to exclusively deliver the full suite of Varonis services in ANZ*

**Sydney, Australia 23 June 2021** – [Varonis Systems, Inc.](#) (Nasdaq: VRNS), a pioneer in data security and analytics, names Intalock, one of Australia's leading providers of cybersecurity solutions as its first 'Varonis Certified Delivery Partner' (VCDP) in ANZ. The partnership will assist organisations in healthcare, retail and finance in protecting their sensitive data, while boosting threat detection capabilities and achieving compliance with evolving regulations.

Varonis has 60 certified delivery partners globally and Intalock is the first partner to be given VCDP status in ANZ. The certification recognises Intalock's strong commitment and end-to-end capabilities in supporting Varonis customers to protect their critical and sensitive information. The partnership also enables Intalock to directly deliver consulting and managed services across Varonis' entire portfolio.

*"Our channel partners play a critical role in our go-to-market strategy and in the success of the company. Becoming ANZ's first Certified Delivery Partner is an outstanding achievement for Intalock, marked by the hard work and dedication of its expert security teams. We are very proud to partner with them as they continue to be recognised as one of Australia's leading providers of cybersecurity solutions,"* commented Adam Gordon, ANZ Country Manager of Varonis.

Intalock has been a Varonis partner since 2019. The company first collaborated with Varonis in 2018, on a joint project to assist several financial services and insurance organisations prepare for the release of new prudential standards. Intalock engaged Varonis to help these organisations gain visibility around what sensitive data was overexposed and at risk of a breach, in order to maintain ongoing compliance with the new regulations. Over the last two years, the organisations have established a strong go-to-market strategy to support their diverse range of clients, providing them with greater visibility and control over their information. This success led Varonis to nominate Intalock as a Certified Delivery Partner.

Julian Haber, CEO of Intalock said, *"We are excited to be leading the way in ANZ, as Varonis' first Certified Delivery Partner in the region. This certification demonstrates to customers that Intalock has the deepest understanding of Varonis' solutions in the ANZ market. We believe Varonis is a leader in data security and analytics solutions, providing exceptional value to clients. Together, we look forward to building upon this strong relationship over the coming years and delivering customers the highest quality service and support possible."*

The Certified Delivery Partner status entitles Intalock to exclusively deliver the full range of Varonis services in the ANZ region from Consulting through to Managed Services, thereby improving engagement for their existing and new customers.



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### **About Varonis**

[Varonis](#) is a pioneer in data security and analytics, fighting a different battle than conventional cybersecurity companies. Varonis focuses on protecting enterprise data: sensitive files and emails; confidential customer, patient and employee data; financial records; strategic and product plans; and other intellectual property. The Varonis Data Security Platform detects insider threats and cyberattacks by analysing data, account activity and user behaviour; prevents and limits disaster by locking down sensitive and stale data; and efficiently sustains a secure state with automation. With a focus on data security, Varonis serves a variety of use cases, including governance, compliance, classification and threat analytics. Varonis started operations in 2005 and has customers spanning leading firms in the financial services, public, healthcare, industrial, insurance, energy and utilities, consumer and retail, technology, media and entertainment and education sectors.

### **About Intalock**

Intalock is one of Australia's leading cyber security partners. For over 10 years, Intalock has specialised in data information and cyber security services, it is in our DNA. Our experience and expertise come from working with leading private and public organisations, with many household brands choosing to partner with Intalock. Intalock takes a uniquely different approach to end-to-end cyber security management that spans advisory and governance, risk & compliance; technical penetration testing and system design & integration; Incident response and remediation; managed services and 24/7 Security Operations Centre. This structure helps Intalock clients build and manage innovative solutions to reduce their risk by taking a strategic data centric approach to cyber security, customised to the unique needs of an organisation.

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