



For More Information:

Annette Finch

C8 Consulting Ltd for DES

+44 (0)1189 001135

Annette@c8consulting.co.uk

New Distributor Deal For DES

Taunton, UK - August 2010- Data Encryption Systems Limited (DES), the UK-based leader in software copyright protection, data encryption, secure messaging and data storage solutions, has today revealed its latest distributor relationship. DESlock+ is now available through top distributor Sigma Software Distribution. The Devon based firm is a specialist distributor of technical, development and business software with over 25 years of experience.

DESlock+ helps organisations to protect against all types of data breach by offering simple, yet extremely powerful, encryption of documents, folders, disks and removable storage media, and computer systems. DES has opted to sell its highly valued DESlock+ through Sigma in order to push its brand to the forefront of resellers minds. Sigma offers an unrivalled product range to its resellers and DES is delighted to now be a part of this line-up.

DES Managing Director David Tomlinson comments that this association will enable DES to build connections with a number of new business opportunities.

“DES is a British company designing and manufacturing an encryption product that is industry proven to the highest standards. We want to make sure that every UK business can easily source DESlock+ and joining forces with Sigma is a fantastic way of showcasing what we offer. Sigma will open doors for our product that we haven’t previously been exposed to. We see great value in the marketing they will use to bring our solution to its resellers.”

Sigma is a well established distributor which knows the market well and is well resourced to pitch DES to new markets. DESlock+ is a simple, effective and usable encryption tool which will now be far more readily available. Juliet Collis, Managing Director from Sigma comments:

“Sigma is delighted to be partnering with DES, one of the leading encryption specialists in the UK, as distributor across the reseller channel. Sigma is seeing considerable demand for computer security devices as all organisations, both in the public and private sectors, become increasingly aware of their obligations and responsibilities in protecting both their own commercially sensitive data and other confidential data held within their networks”



The simple and intuitive user experience of DESlock+ is a great competitive advantage. DESlock+ also holds FIPS 140-2 (Federal Processing Standards Publication) Validation by the National Institute of Standards and Technology. This standard proves DESlock+ exceeds industry and regulatory standards in the USA, a marker which is recognised and holds high esteem around the world giving the product a head start over its competitors which DESlock+ hopes Sigma will exploit.

David Tomlinson adds:

“DESlock+ is already known for its usability factor. We are encryption experts who have been able to translate sophisticated technology into a straightforward package for IT departments and end-users to immediately apply. Working with Sigma will provide us with excellent avenues to work with a select group of resellers to train them and demonstrate to a wider audience the beauty and simplicity of DESlock+ encryption.”

Notes for editors:

About Data Encryption Systems (DES)

Since 1985, Data Encryption Systems has been the UK's most successful manufacturer of software protection dongles, software copyright protection systems, and secure handset reprogramming accessories. Data Encryption Systems markets and supports products used by tens of thousands of businesses worldwide to protect applications, copyrighted materials, medical records, government files and other confidential and personal information. The company's flagship product, DESlock+, has been awarded *SC Magazine's* Best Buy for three successive years.

About Sigma

Sigma Software Distribution is a privately owned, value added distributor of specialist technical, development and business software with customers across the breadth of the UK, Ireland and mainland Europe. Sigma was borne out of the reseller Grey Matter Ltd over seven years ago and thus has some 25 years of experience to draw on; Sigma maintains trusted relationships with more than 2,000 software publishers from around the globe and offers its resellers an unrivalled product range, competitive pricing, efficient software sourcing and a company ethos based on great service.