

## **DenyAll opens office in Singapore in support of Asian expansion**

*With the support of Ubifrance, the application security innovator is investing to accelerate its growth in South East Asia. A new DenyAll employee will establish a permanent presence for the company in Singapore, working closely with customers and partners in the region. DenyAll will exhibit at Communic'Asia in Singapore on June 18-21.*

### **Growth in new markets**

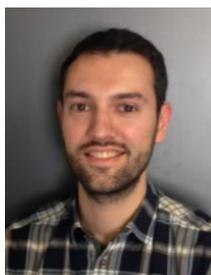
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South East Asia is one of the fast-growing regions in which DenyAll has been investing in the last 2 years. Thanks to the support of committed partners, DenyAll has won the trust of significant customer references, such as the Malaysian Prison Department, Universiti Malaysia Kelantan and Singapore Liquid Natural Gas. Many more prospects are considering DenyAll's application security offerings in Thailand, Vietnam, Malaysia and Singapore.

### **Permanent presence in Singapore**

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"We quickly came to the conclusion that a permanent presence was key to accelerating, after our initial success in the region", says Olivier Puchadez, Regional Sales Manager in charge of DenyAll's international expansion, based in Paris. "Singapore was an obvious choice but finding the right person was the next challenge and Ubifrance helped us a lot there."



Ubifrance, the French government's international expansion agency, helped DenyAll identify high potential candidates in the first few months of 2013. In March, Mikael Le Gall joined DenyAll. With a dual curriculum – engineering at CPE Lyon and business at CPE and EM Lyon – and a successful first experience in the US, Mr Le Gall has a very promising profile. He went through extensive technical and sales training before heading to Singapore at the beginning of May. His mission will be to represent DenyAll in South East Asia, working closely with the company's customers and partners in this burgeoning part of the world, opening new doors for the security firm in the region.

"We're very happy that Mikael Le Gall has joined the team: he has the right skills and mindset, a clear focus on winning", says Jacques Sebag, DenyAll CEO.

As part of Ubifrance's program focused on helping French companies succeed internationally, Mr Le Gall will be hosted by the French Chamber of Commerce in Singapore.

### **Upcoming event in Singapore**

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DenyAll will exhibit at the Communic'Asia show in Singapore, on June 18-21, with the support of the Chamber of Commerce of Paris Hauts de Seine. Its latest innovations will be presented, namely the virtual patching capabilities resulting from the integration between its WAF (Protect) and DAST (Detect) product lines, for faster remediation of application vulnerabilities.

## About DenyAll

DenyAll is an innovative leader in the application security market. The company was one of the pioneers of the Web Application Firewall market in Europe. Building on 15 years of experience securing and accelerating web applications and services, DenyAll innovates to respond to the needs of organizations of all sizes. Its products detect IT vulnerabilities and protect infrastructures against application-layer attacks. DenyAll builds an ecosystem of expert security partners, outsourcers and cloud providers, and works with other vendors to offer comprehensive solutions, dedicated to securing and accelerating applications. More info on [www.denyall.com](http://www.denyall.com).

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