



Learn more and register today >>>



[Features](#) | [Galleries](#) | [Events](#) | [Awards](#) | [Magazine](#) | [Newsletter](#) | [Subscribe](#) | [Fast50](#)

[Home](#) > [News](#) > [Technology](#) > [Services](#) > [AEP Networks secures Aussie shores](#)

## SERVICES

# AEP Networks secures Aussie shores

By [Lilia Guan](#)

Aug 11, 2009 2:18 PM

Tags: [AEP](#) | [Networks](#) | [security](#) | [networking](#) | [virtual](#) | [Rob](#) | [Wilks](#)

## UK vendor opens an office in Sydney.

AEP Networks offers secure communications and networking for government, enterprise and carriers.

Rodney Wilks, sales director, Australia, AEP, told *CRN* it works with systems integrators, managed service providers and the distribution channel.

The vendor offers voice and multi-service data platforms (based on the vadOS operating system) that support a wide range of communications protocols and network topologies.

It also provides networking via IPSec-based VPN encryptors for site-to-site security and remote access and hardware Security Modules (HSM) for cryptographic key management and storage.

"We evolved from the UK to New Jersey," said Wilks.

"AEP Networks also has key offices in Malaysia and Hong Kong."

Wilks said the vendor was currently in the final stages of signing a local distributor.

"We already have a number of existing channel partners and a distributor will help bring in a few more."



## Related Articles

[Top 10 themes from RSA Security Conference](#)

[2009 Channel Chiefs: The list](#)

[Symantec acquires Mi5 Networks, offers web security suites](#)

[Counting cash in IT security](#)

## Breaking Stories

[Expotech Melbourne a gadget lover's paradise](#)

He said the vendor was looking for small-to-medium system integrators, because it already has relationships with large integrators.

"We want to keep the number of resellers tight because our products aren't mass market products."

The Sydney office will be located in Chatswood business district, just north of Sydney CBD, with Wilks heading up a local team of four.

Wilks said local staff numbers will grow with the business however resources will be shared between the vendor's offices in Kuala Lumpur and Hong Kong.

With more than 15 years' experience working in the IT and telco industry, Wilks will be responsible for fostering existing business relationships and driving new sales in the growing Australian and New Zealand markets.

"AEP Networks - and Vados Systems, acquired by AEP Networks last year - have built an extensive partnership network across the Asia Pacific region," he said.

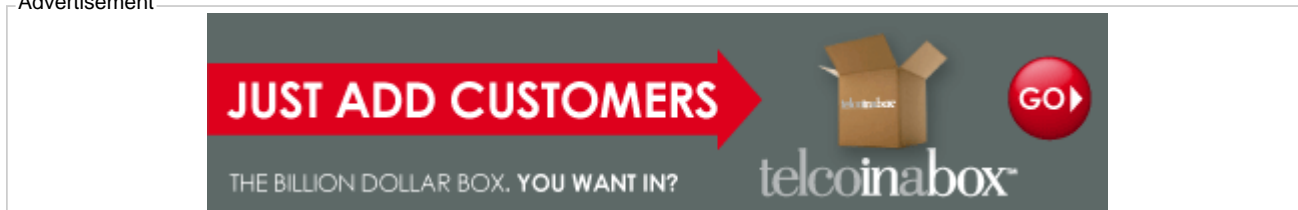
Telstra's profit at \$4.1B for 2009

CloudWorld 2009: Experts weigh in on evolution of cloud computing

Researchers make mobile signal breakthrough

Icann claims victory in domain tasting fight

Advertisement

A banner advertisement for Telcoinabox. On the left, a red arrow points right with the text "JUST ADD CUSTOMERS" in white. Below the arrow, it says "THE BILLION DOLLAR BOX. YOU WANT IN?". In the center is a brown cardboard box with "telcoinabox" written on it. On the right is a red circular button with a white play icon and the word "GO" in white. The "telcoinabox" logo is also present at the bottom right of the banner.

 [Email this](#)

 [Print this](#)

 [Tweet this](#)

 [Send us your tips](#)

 [SHARE](#) 

## Comments

**Be the first to comment on this article.**

*Thoughts on this article? Add a comment below.*

**Comment:**

**Want to participate in the discussion?**

[REGISTER FOR FREE](#)

Or [log in](#) now to comment

## Ads by Google

### Remote Access Solutions

Free white paper - advantages of deploying IPSEC and SSL together

[www.Fiberlink.com](http://www.Fiberlink.com)